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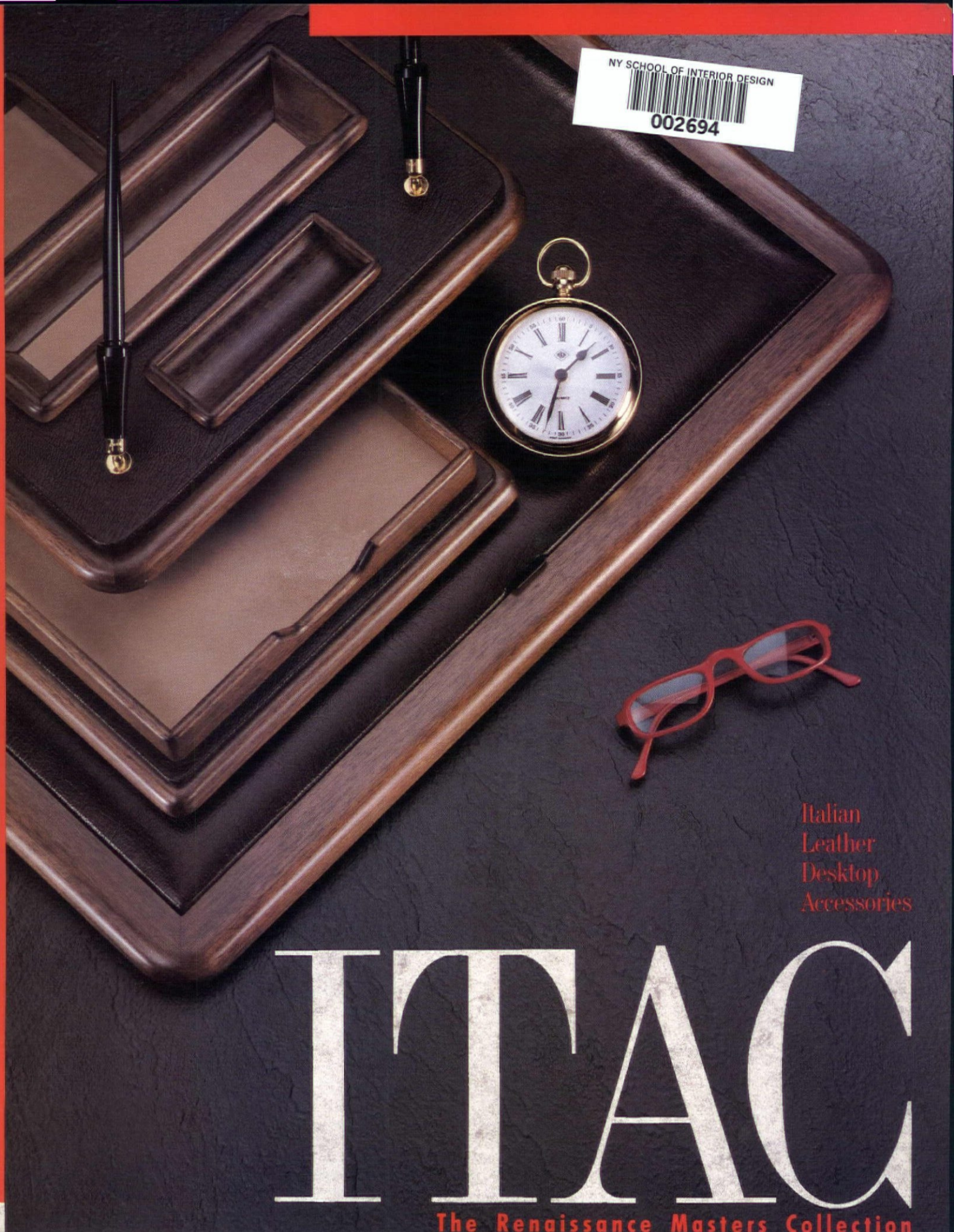


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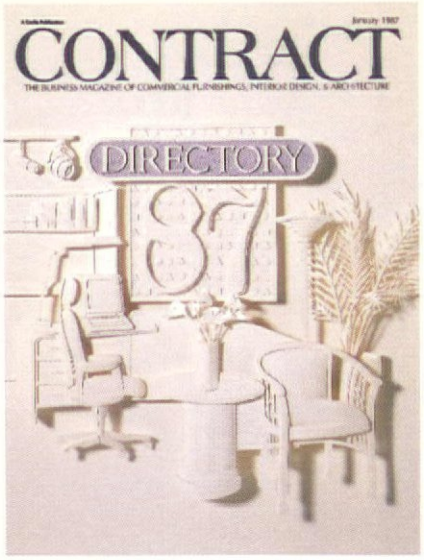
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Cover is an original cut-paper sculpture by Jim Kelly, Directory Listings begin on p. 225.

CONTRACT

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE

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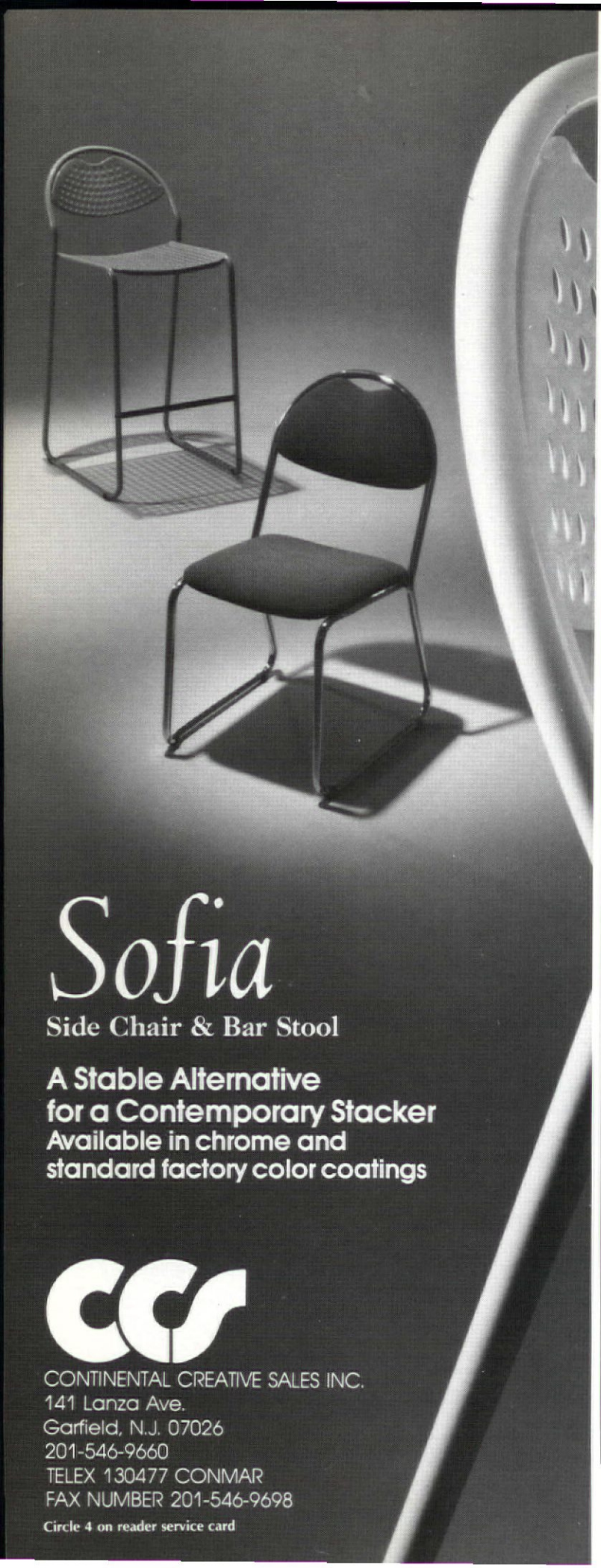
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Volume 29, No. 1

February: Executive Buyer Edition has bonus circulation to 5,000 healthcare administrators. Issue features latest healthcare projects along with product section on furnishings for this market, plus overview of product design trends. A Fire Retardant Product Review stressing fabrics, and Filing Systems Directory round out coverage. Show previews of Westweek, March 25-27, Los Angeles, and RHIDEC, March 3-5, Chicago.

March: Office Design Issue offers a major editorial focus on this huge market segment, including state-of-the-art installations and an Office Furniture/Furnishings Product Review. A preview of Lighting World, May 11-13, New York City, is also featured along with a Lighting Guide, a comprehensive directory of prominent sources of lighting products. A Furniture Component & Hardware Product Review is geared to specifiers. Bonus circulation will go to 2,000 Canadian architects and interior designers and the Lighting World show.

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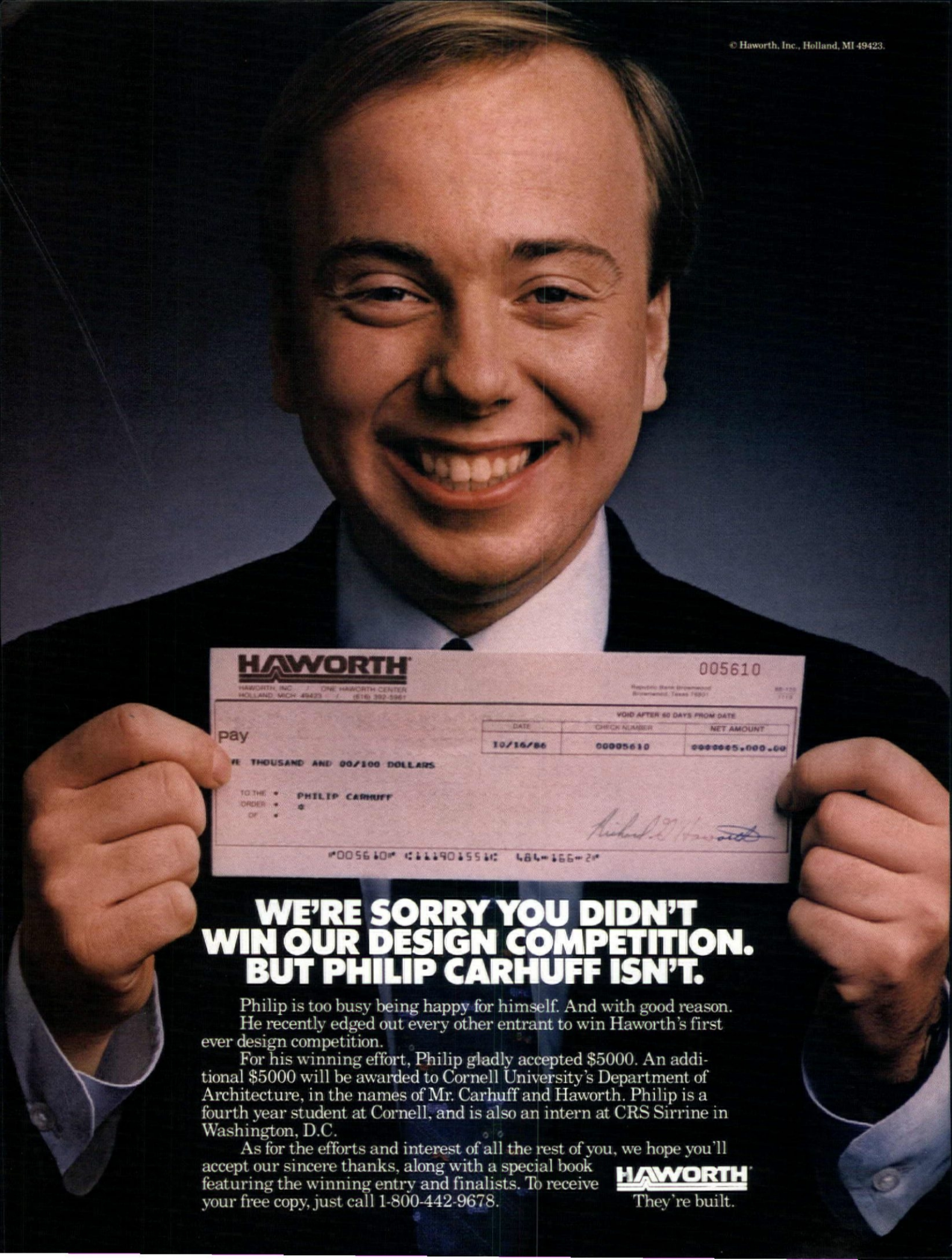
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THANK YOU, ASID FOR THE HONOR...

We were immensely pleased and very proud to be honored with a Presidential Citation for "Distinguished Service to the Society and Profession" by Janet Schirn, outgoing national president of the American Society of Interior Designers (ASID), at its Board of Governors meeting in Philadelphia recently. To be so honored by such professionals is, indeed, humbling.

Several of us on whom the honors were bestowed, including other members of the press, sat down to dinner with Ms. Schirn; Joy Adcock, incoming president; Gail Adams, former president; Robert Angle, ASID executive director; and other members of the Board and talked into the night about many issues, including licensing, mergers, the past, and the future.

The evening turned out to be memorable, a coming together of friends to explore in-depth some of the issues facing an industry that we all love. Woven into the fabric of the talk was a thread of precious humor that was icing on the cake.

CONTRACT came away with one idea profferred by Angle, to do an article on how people relate to the interior spaces of well-known buildings. That story will appear, with comments good or bad, in the March issue.

While we thank you, ASID, for the magic evening, we want to thank you also for the honor. The plaque hanging on my office wall attests to the pride we take in it. That citation is most appreciated and most valued.



Lou Conlin

Co-Publisher/Editor

COLUMNS DEBUT IN THIS ISSUE...

We are pleased to introduce two new columns that meet the designer/specifier's insatiable appetite for information about new products and the designers who create them: "New For The Specifier" and "Product Designer Profile." While delivering more on contract products than ever before, CONTRACT expands its coverage to include new and exciting products on the market as well as profiles of prominent designers who bring them alive from drawing board ideas to reality. We hope you like these new features and find them useful in the design and specification process.

It's Perfectly Pompeii



PHOTO: DAN FORER LOCATION: THE ANCHORAGE, COCONUT GROVE, FLORIDA. THE HOME OF WILLIAM JENNINGS BRYAN

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Allsteel executives respond

Dear Editor: Intramural enthusiasm aside, your article on Allsteel (October 1986) was excellent. We are getting really fine feedback on how informative, timely, and well written the piece was, and yet fairly concise.

Thank you for taking time to visit Aurora and our thanks to your associates at CONTRACT for judging us interesting enough to print. Our "awakening" is newsworthy and your article helped make it more so.

ROBERT EVANS
President and CEO, Allsteel
Aurora, Ill.

Dear Editor: A great article! The story was under some real time constraints; therefore, I appreciate your efforts in pulling together such a positive description of Allsteel.

THOMAS M. TRYBUS
Vice president, Marketing, Allsteel
Aurora, Ill.

Firm pleased with coverage

Dear Editor: I am pleased with your article on Stone & Webster in the November 1986 issue. I appreciate the time spent working on the copy. Both Aaron and Kathy Lessor—our public relations representatives—were very pleased with the finished article and photography reproduction.

I will keep you informed of any new projects that come our way and look forward to working with you again.

GREGORY J. VARGO
Perkins & Will Partnership
New York, NY

CONEXION 86 feedback positive

Dear Editor: Thank you so much for your magazine's participation in CONEXION 86. From the feedback we have received, it seems that the seminar participants really enjoyed the presentation on Italian design influences.

Thank you editors, for taking time out of your hectic schedule to come to Atlanta. I look forward to working with you again.

SUZANNE PRUITT
Atlanta Market Center
Atlanta, GA

Column draws Australian request

Dear Editor: I enjoyed your Color Line column in the July 1986 issue of CONTRACT, and would appreciate information regarding "The Wagner Color Response Report."

Being an interior designer, this information would be invaluable to me, and let me thank you for bringing its existence to my attention and for bringing this information to this industry.

SUZANNE G. KAIRUZ
Kairuz Interior to Exterior Design
Victoria, Australia

Editor's reply: Carlton Wagner's books (requested by many readers) can be purchased through Fountainhead Assoc., 2550 Hawthorne Blvd., Suite 201, Torrance, CA 90505; 213/378-9317.

Errata

In the November 1986 issue of CONTRACT, the 1986 CONTRACT/IBD product competition awards section, p. 127 Carpet Tiles—photography for Milliken's Bronze Award products was transposed; p. 131—Boyd Lighting Company's Luna Pendant is reversed.

In the February CONTRACT *look for annual coverage of recent healthcare installations, products, and directory of healthcare design specialists. Filing systems directory and review of fire-retardant fabrics will be featured along with show previews of Westweek and RHIDEC.*

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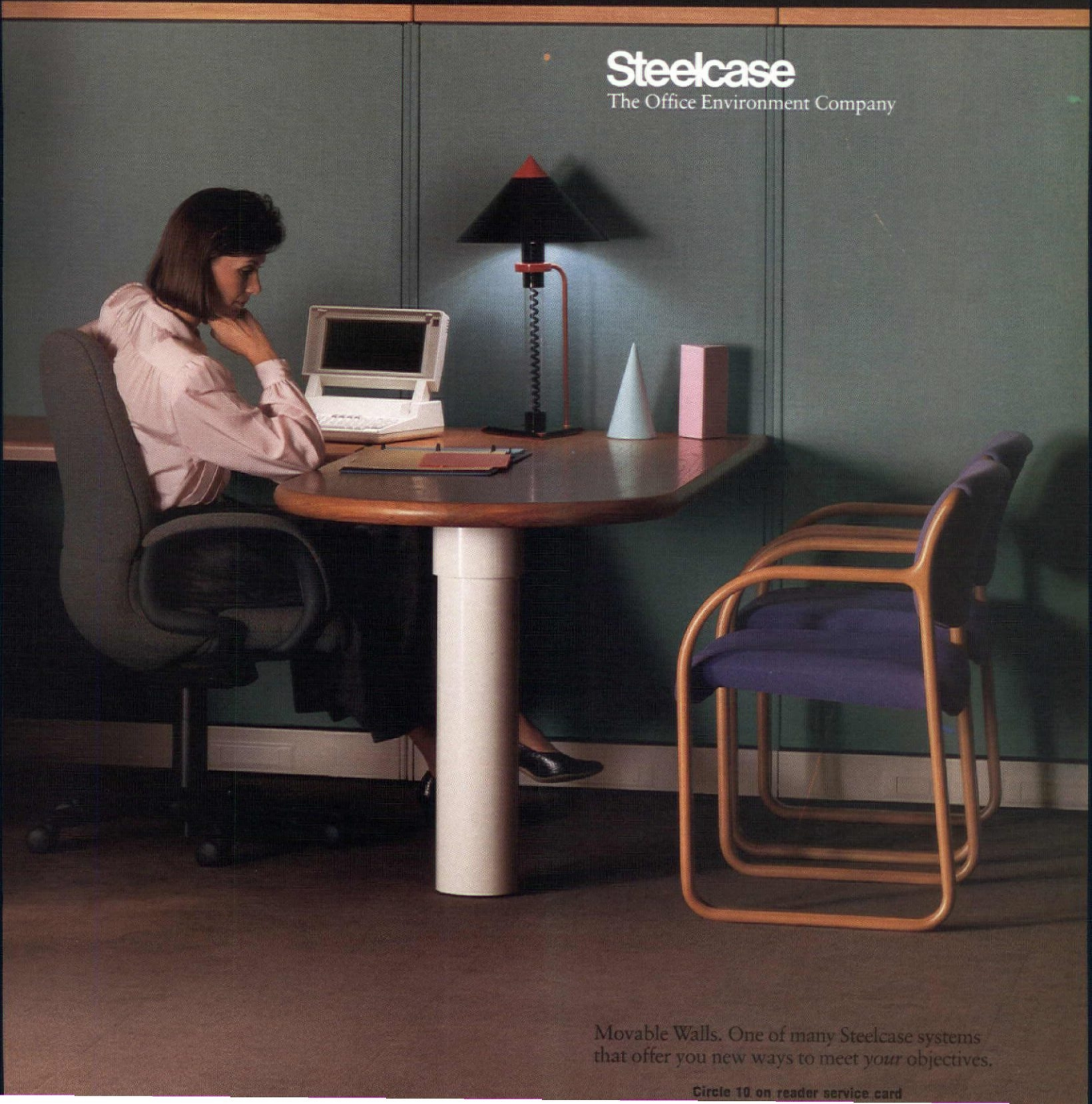


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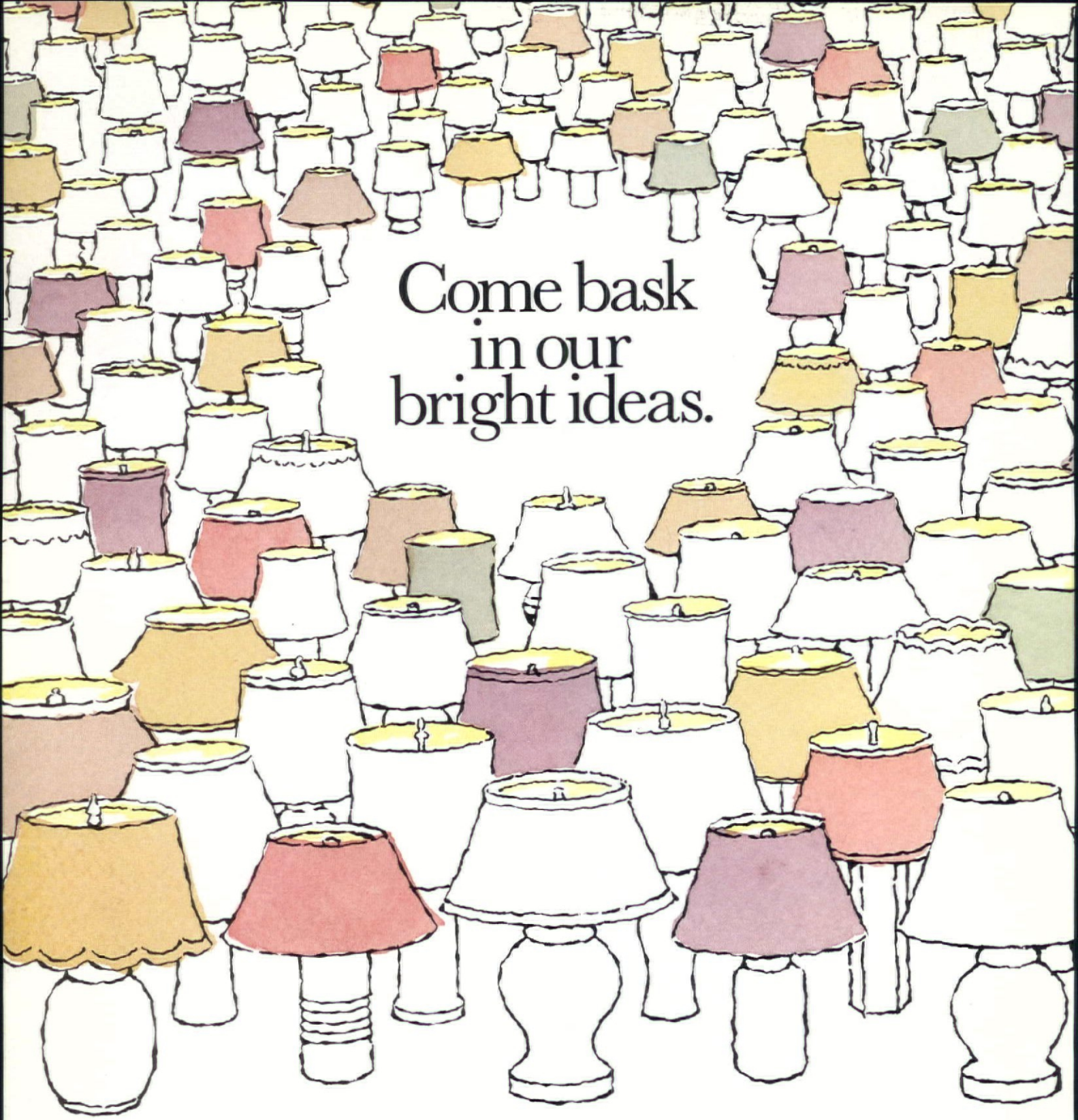
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Wilsonart, Premark change management, are planning for growth through acquisition

Temple, Tex.—Expansion and growth needs projected into the 1990s have caused management promotions at Wilsonart and Premark Inc., based here. When the Dart and Kraft Companies divided into two corporations, Ralph Wilson Plastics Company became part of the Premark Division, and a commitment was made to expand the company's decorative building products.

Premark's new entity, the Decorative Products Group, will fall under the flagship Ralph Wilson Plastics Company. The group will expand through acquisition of decorative products companies and other new products. The name of the group is deliberately broad to include a wide variety of potential industries beyond the surfacing business.

Says Dr. Ralph Wilson Jr., former president of Ralph Wilson Plastics Company, who has been named president of Premark's Decorative Group, "These management changes position Premark and Ralph Wilson Plastics Company for substantial growth into the 1990s. We have three goals: to continue to supply high-quality products to our customers, maintain our commitment to customer service, and to remain the number one producer in the decorative products industry."

Serving as the new president of Ralph Wilson is Bobby Dillon, who was formerly executive vice president. Having been with the company for 27 years, he has also held the positions of vice president of marketing, vice president of sales, and national sales manager.

Last November, Dillon predicted that more new products will be introduced to the decorative laminate field in the next five years than in the previous 20. At the same time, he announced Wilsonart's expansion of the solid color Color Quest line to a total of 110 colors.

Bill Reeb, a 15-year employee of Ralph Wilson Plastics, was appointed vice president of marketing. He will be responsible for advertising, public relations and promotion of products manufactured by the company.

Senior vice president of Premark Decorative Products Group is now Robert H. Cottle, formerly vice president of marketing. Before joining Plastics in 1973, he was executive vice president for Parkwood Laminates Inc., and vice president of marketing at Formica Corporation.



Ralph Wilson Plastics Company's new executive management team shown clockwise from above l.: Dr. Ralph Wilson, Jr., president, Premark Decorative Products; Bobby Dillon, president, Ralph Wilson Plastics; Bill Reeb, vice-president marketing, Ralph Wilson Plastics; and Robert H. Cottle, senior vice president, Premark Decorative Products Group.

Italian Tile Center seminars in Phoenix, Dallas to benefit tile design professionals & installers

Phoenix, Ariz.—The Italian Tile Center division of the Italian Trade Commission will offer seminars for design professionals and tile installers, here and in Dallas.

Scheduled guest speakers are Donato Grosser, U.S. representative of Assopiastrelle, the Association of Ceramic Tile Manufacturers; and Lou Couillard, Ceramic Tile Technical Service Manager of Mapei, a producer of adhesives and installation products.

In Phoenix on Tuesday, January 27, a film-and-panel seminar in cooperation with the city's ASID chapter will be offered. On Wednesday, January 28, a presentation and demonstration of methods and materials for ceramic tile installation will be given for tile installers.

In Dallas on Wednesday, February 4, a film-and-panel program in cooperation with the AIA will be offered. And on Thursday, February 5, the tile installers program mentioned above will be repeated.

For further information, contact Max Lucich, Italian Trade Commission, 499 Park Avenue, New York, N.Y. Telephone number is 212/980-8866.

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Mfrs., designers discuss problems of industry

New York—A recent meeting sponsored jointly by Helikon Furniture Co. and CONTRACT magazine which drew representatives from prominent interior design firms and manufacturers, revealed a need for improved communication between suppliers and designers.

Among "problem" areas identified by participants: inefficient transfer of product knowledge from suppliers to client designers and end-users; poor communication about product within the design firm itself; information "bombardment" on new and existing product lines; and escalating expenses and services.

Participating in the forum, which convened to discuss ways that manufacturers can disseminate product information to designers, were Rosalyn Brandt, managing director, HOK Interiors Group; Don Brinkmann, vice president and design director, Gensler & Associates, New York; Mel Hamilton, vice president, ISD, Chicago; Richard Stonis, president, Associated Space Design, Atlanta; Jan Napier, Napier Pettibon, New York City Helikon reps; Fred Seeman, president, Helikon, Taftville, Conn.; David Armstrong, vice president of marketing, Herman Miller, Grand Rapids, Mich.; Don Keith, vice president of marketing, Gunlocke, Wayland, N.Y.; and Roberta Walton, executive editor, CONTRACT, who moderated the session.

Opening the session, Helikon president Fred Seeman noted, "Designers, who, in some cases have million dollar responsibilities, are making specification decisions which are not based on the latest product information." Respecting the need of design firms to protect billable time, Seeman posed the question of how manufacturers can communicate valuable product knowledge to designers. Some firms admitted to having a "hidden" network of decision-makers who evaluate product—a network which manufacturers would do well to know about.

Intermediate- to senior project designers were identified as the key staff people within design firms who are most aware of product. Yet, noted Don Brinkmann, Gensler & Associates, "I depend on the younger staff to tell me what's out there in the marketplace. Managing principals of design firms are too project-involved to have the exposure to product."

Librarian role is key

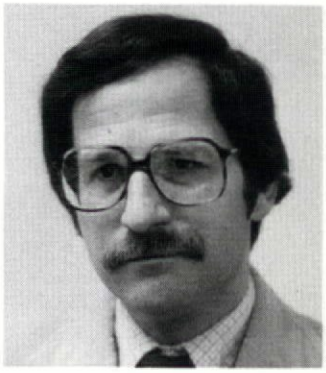
While the role of librarians varies from firm-to-firm, with the largest firms having the better resource coordinators, overall, the role of librarians as disseminators of information within all design firms is growing. (See design firm library article in this issue.)

Noting that continuing education is the responsibility of the design firm, Rosalyn Brandt, HOK, said, "As we evaluate staff, we evaluate them on the basis of how they have expanded their knowledge of resources in the marketplace...We have to find a way to obtain meaningful manufacturer presentations which will attract quality designers with quality information."

The manufacturer's cost of providing information to designers, whether through showrooms, literature, mock-ups, or representatives, has become quite high. Similarly, design firms attending the meeting noted that fees for their services have not kept pace with inflation, or with product cost.

Overall, those attending the session agreed that more consistent communication between all parties—designers, manufacturers, and facility managers—is needed. Concluded Mel Hamilton, ISD, Chicago, "In the '70s, manufacturers seemed to want to work directly with the end-user. Now, they are swinging back to the A & D community and we are once again part of the 'loop.' Design firms are important to manufacturers and communication among significant parties on both sides of the deal is even more important."

CONTRACT appoints Puro co-publisher



Gary Puro, formerly associate publisher of CONTRACT, was appointed co-publisher of the magazine. He will continue as advertising sales manager of the publication and takes over responsibilities of Frank Rizzo, who serves as senior vice president of Gralla Publications and group publisher of CONTRACT and *Facilities Design & Management.*

Puro joined the CONTRACT sales staff in January 1976, became advertising sales manager in December 1978, and was promoted to associate publisher in 1981.

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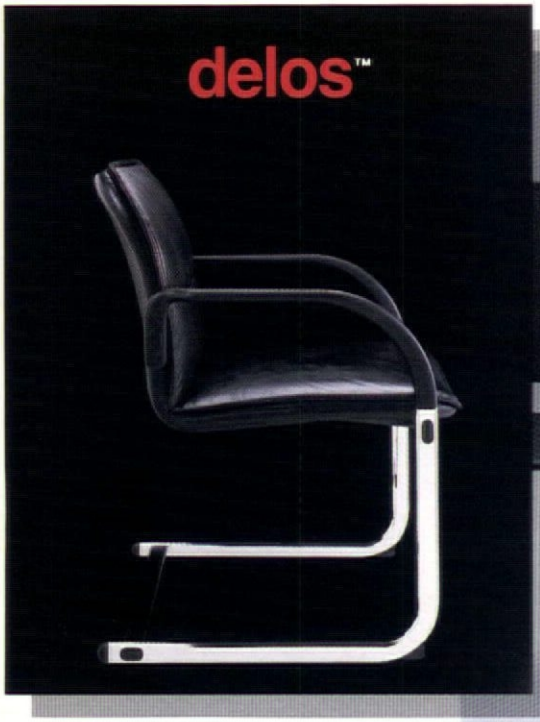
by Michael Saphier

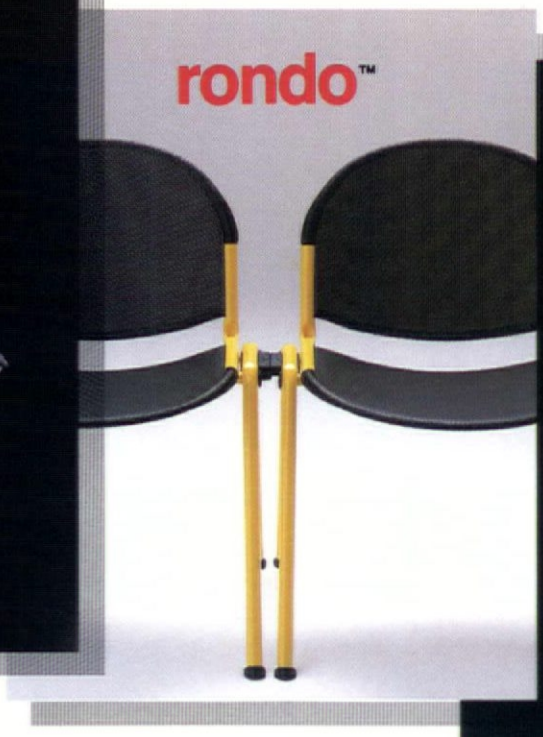
FOR CONTRACT MAGAZINE

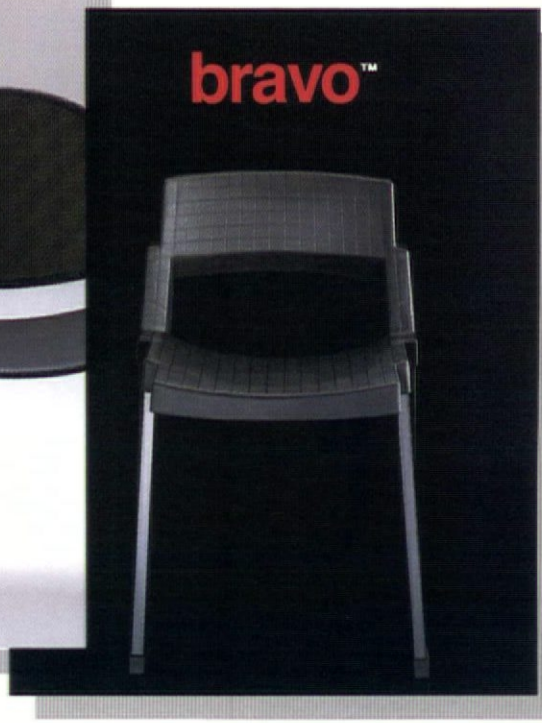


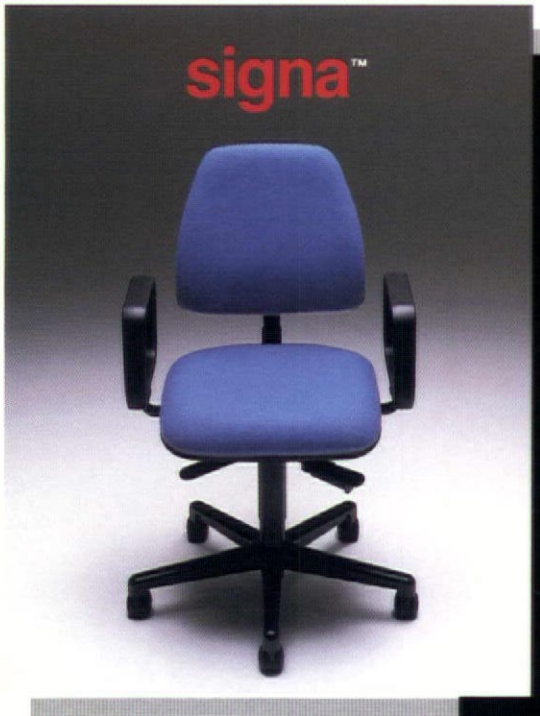
"O.K. Conduct your interviews. Find out what each Department Head wants in our new offices, and then come back to me and I'll tell you what to give them!"

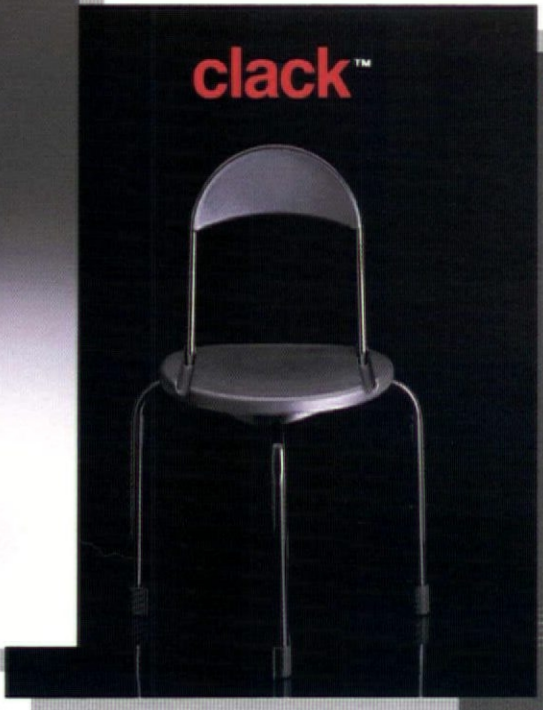
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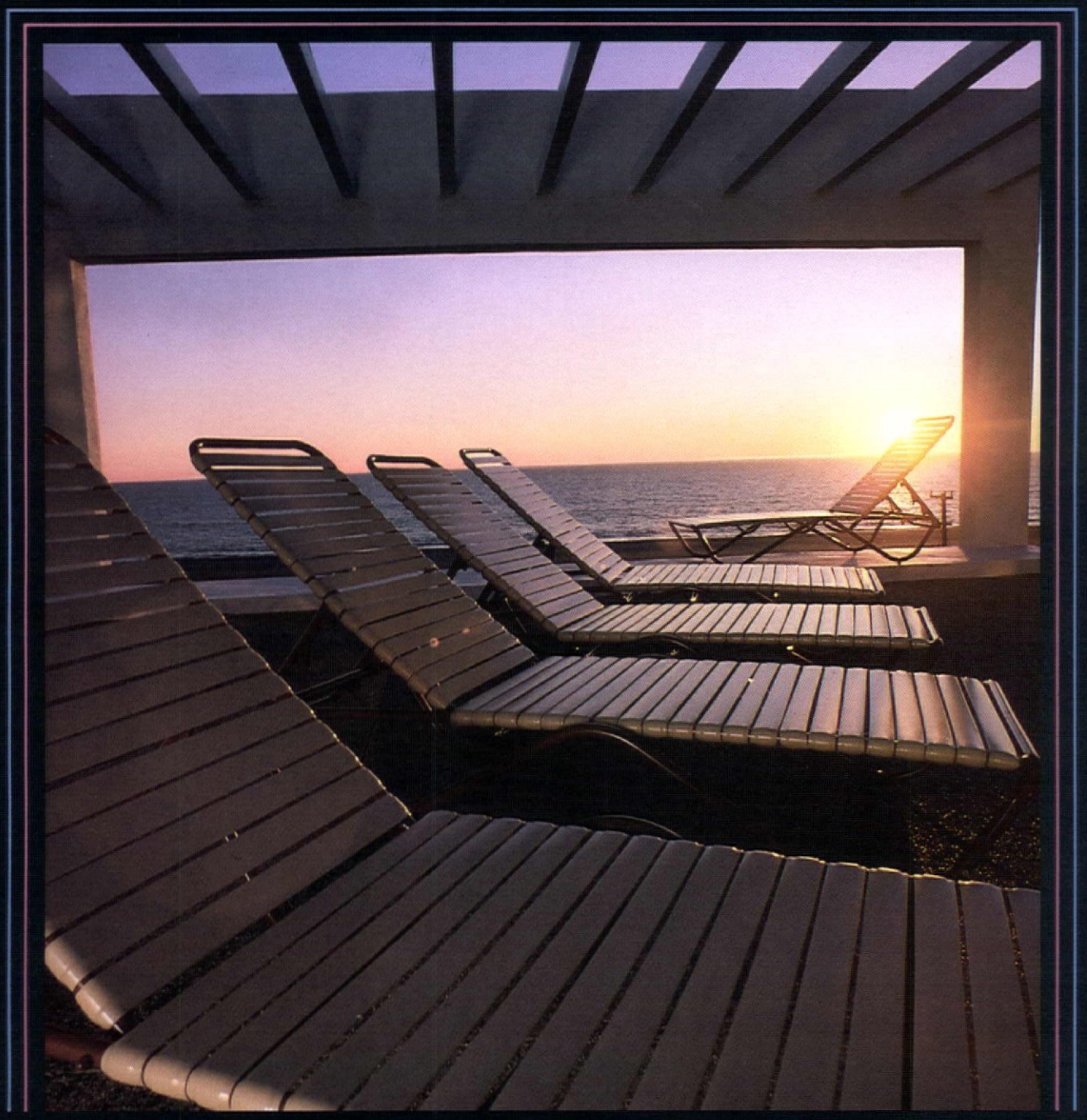


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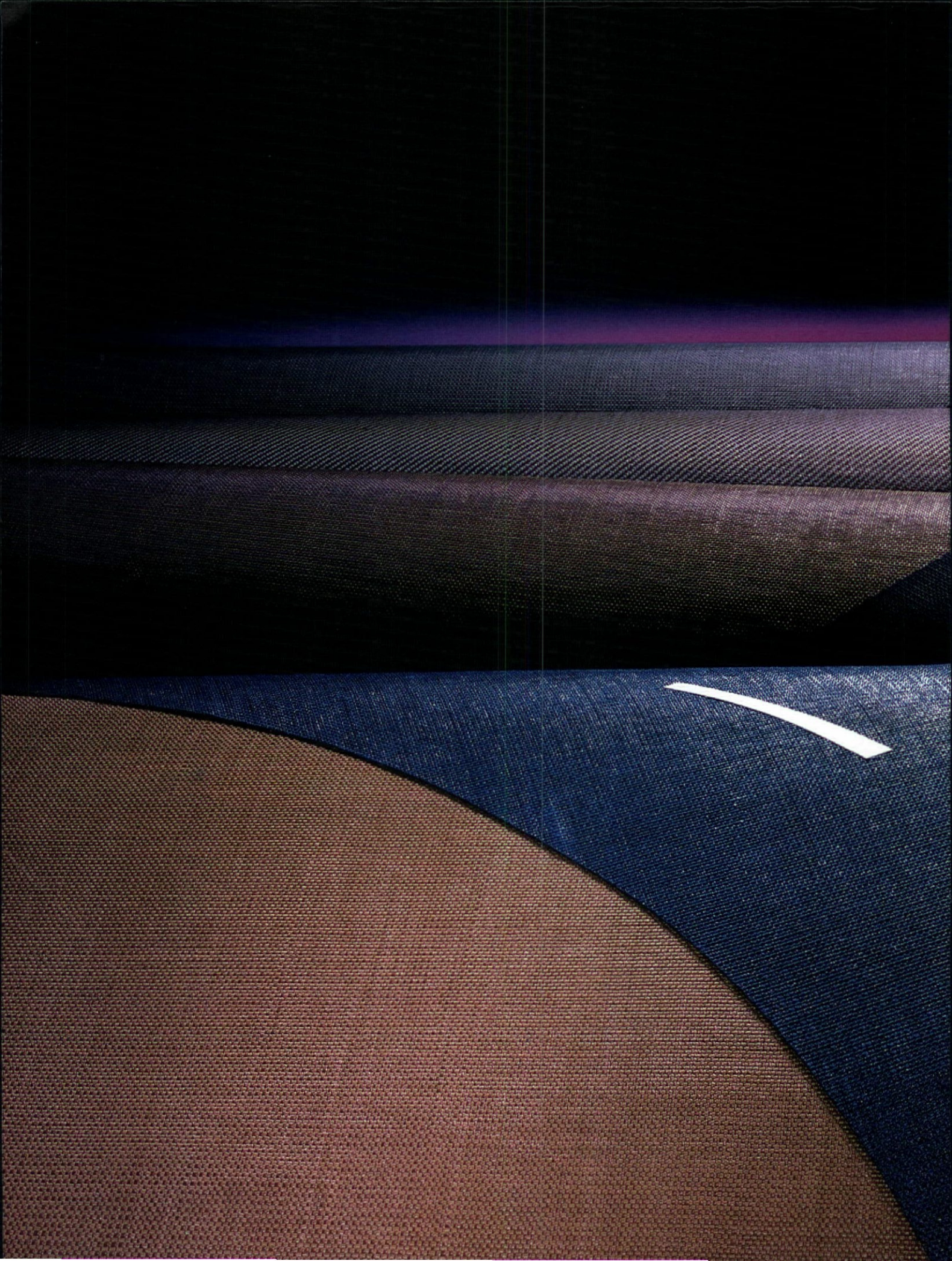
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And like our furniture, our service is always dependable. Brown Jordan – reliable people with more than 40 years' experience in the contract marketplace. Manufacturing plants in Arkansas, California, Florida and Virginia.

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Circle 19 on reader service card

Stiff penalties await firms that ignore new COBRA law

by Howard S. Rauch, editorial director
GRALLA PUBLICATIONS

Chicago—Can you afford to lose $20,000 to $50,000, even more, in tax deductions? Probably not, but such an outcome is likely if you don't comply with provisions of the new COBRA law.

COBRA's passage in July has, unfortunately, gone unnoticed by many. Yet any company with 20 or more employees must understand the law's impact on health benefit plans.

COBRA stands for the Consolidated Omnibus Budget Reconciliation Act. This law requires every employer in the United States with 20 or more employees to provide continuation of existing health coverage to such employees, spouses and dependents who otherwise would become ineligible. Only the federal government, churches and the District of Columbia are excused.

COBRA was the focus of a press briefing during the recent (and first) Corporate Healthcare Management convention in Chicago. At the briefing, Spectrum Benefits, Inc. president Mary D. Lewis pointed out that coverage must be continued anywhere from 18 months to a maximum of 36 months to "various classes of employees."

Among other requirements, there is a prescribed process by which employees leaving a company must be notified by employers that benefits can continue. Failure by employers to do so, or to maintain typically complex records required by the COBRA statute, will be costly.

For instance, an employer can lose the entire tax deduction for health plan expenses. Spectrum's Lewis noted that when "health benefits are not permitted to be deducted as a business expense, those amounts are then calculated as profits and taxed accordingly."

What does this mean? For a company with 20 employees, non-compliance could cost $17,472, assuming that the employer spends $140 per month per employee on health benefits. The penalty reaches $26,208 for a 30-person firm, and $34,944 for a company with 40 employees. A larger operation—in the 1,000-employee category—conceivably could be socked with a $873,600 penalty for non-compliance.

Moreover, failure to notify an employee of coverage rights will result in the employer "being held personally liable to the participant or beneficiary for as much as $100 per day plus an additional amount deemed fair by the courts."

According to Spectrum, employers "can charge participants who elect to continue coverage as much as 102 percent of the applicable premium. The employer's administrative expenses for compliance with COBRA probably will exceed two percent, due to additional responsibility for communication with participants for notifications and collection of their monthly premiums."

Companies like Spectrum now are talking in terms of a "Benefits Continuation Trust" as a solution to COBRA management. Spectrum itself is marketing a $99 manual which describes the law and includes sample forms covering various employee notification situations. Or for $695, the company is selling the manual in tandem with computer software designed to support COBRA compliance.

For more information on COBRA, Spectrum Benefits, Inc. is located at 744 Office Parkway, Suite 148, St. Louis, MO. 63141.

COBRA PENALTY SCHEDULE

TAX RATE →			52.0%
AVERAGE MONTHLY PREMIUM COST			$140.00
NUMBER OF EMPLOYEES	ANNUAL COST PER EMPLOYEE	TOTAL ANNUAL PREMIUM	NON-COMPLIANCE PENALTY
20	$1,680.00	$ 33,600	$ 17,472
50	$1,680.00	$ 84,000	$ 43,688
100	$1,680.00	$ 168,000	$ 87,368
300	$1,680.00	$ 504,000	$262,080
500	$1,680.00	$ 848,000	$436,800
1,000	$1,680.00	$1,680,000	$873,600

Chart by Spectrum Benefits Inc.

East Meets West competition stimulates design activities

New York—An international design competition offering a $5,000 prize is open to designers, architects, engineers, artists, and artisans in all fields. It is being produced under the direction of East Meets West, an independent non-profit organization established in 1984 to stimulate world-wide support for arts and design activities.

East Meets West In Design, the title of the competition, has been organized in collaboration with three separate organizations in Japan, Europe, and the U.S.

To coincide with Designer's Saturday 1987, East Meets West will present the competition awards and mount an exhibition honoring award winners and other noteworthy designs. "We are very excited to present the results of the competition at IDCNY," says Anneke van Waesberghe, chairman of the board. "IDCNY, with its vast atriums, will make a spectacular setting for the presentation of design displaying cross-cultural influences."

East Meets West will present a $5,000 prize to the designer of a prototype concept which has not yet been built or is not in the marketplace—a design intended for use which may have been developed outside the constraints of readily available materials, existing production techniques, or marketing practices.

All award winners (one representative in the case of team projects or design firms) will be invited to New York City for four days with all expenses paid for transportation, food and lodging. Award-winners will be in attendance among the press, designers, and industry representatives.

For "East Meets West In Design" posters with rules and regulations, contact: Anneke van Waesberghe, chairman of the board, East Meets West, 101 West 57th St., Ste. 16G, New York, NY 10019. Phone is 212-586-6314; or 212-477-4480, Barry Dean, editor.



van Waesberghe

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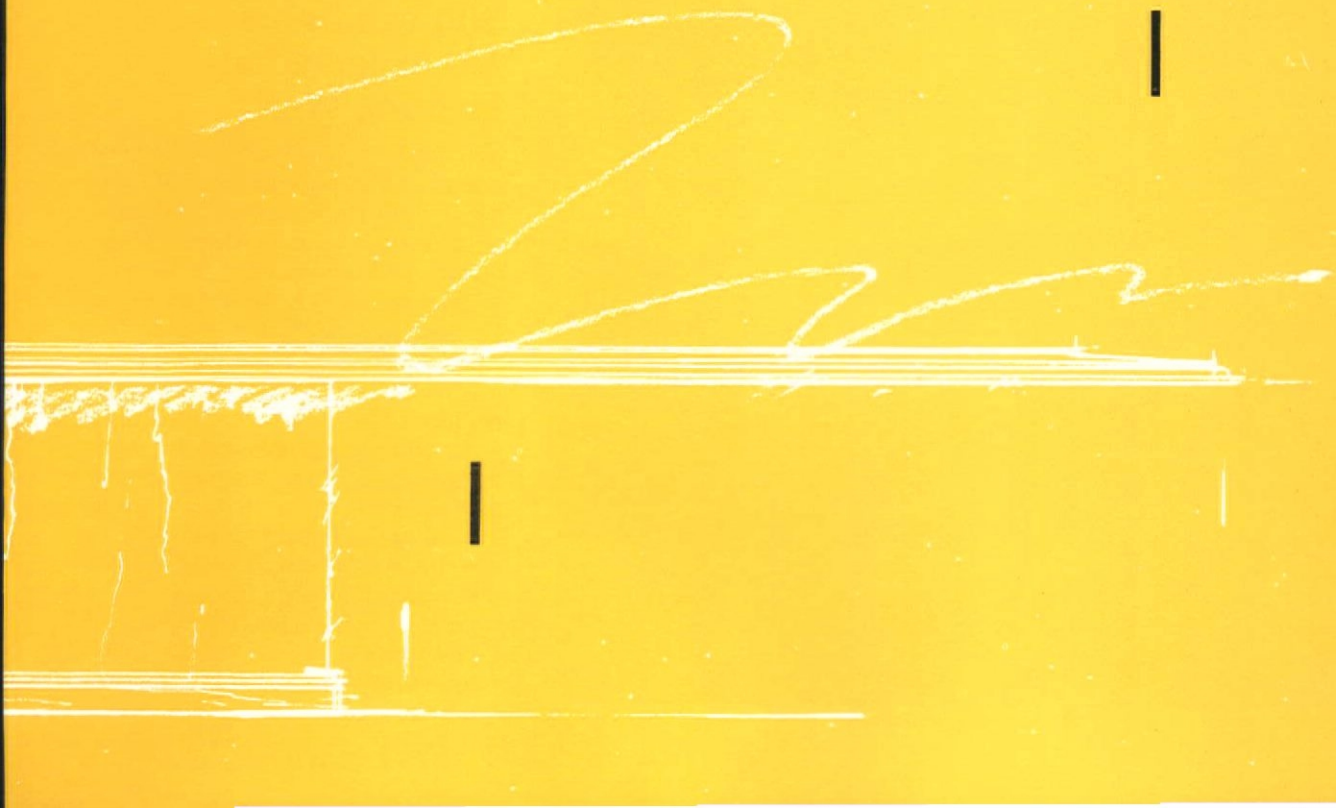
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Lunstead

Equations for Success



Designer's Saturday presents scholarship

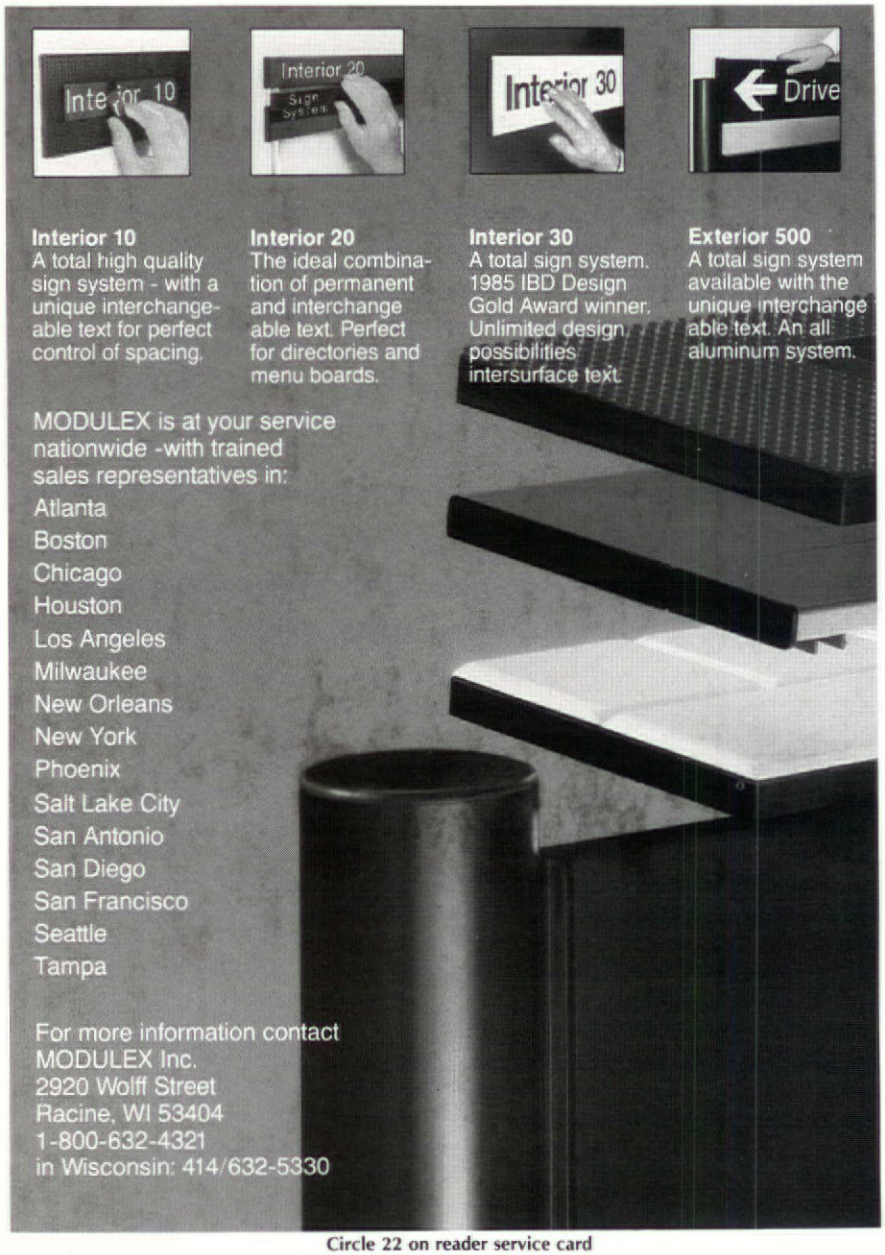
New York—Stephen Kiviat, president, Designer's Saturday, presented the Designer's Saturday, Inc. Facility Management Award to Cornell graduate Janet Zerecker, at a reception in the Equitable Tower dining room. Zerecker distinguished herself as a facility intern with the U.S. Treasury Dept.



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Racine, WI 53404
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Circle 22 on reader service card

Competitions: Media design is category for NHFL Award

• **The Educational Foundation of the National Home Fashions League Inc.** (NHFL) is calling for media center designs in its 1987 NHFL Design Fellowship competition. Entries must be executed by students enrolled in a school of design, or a college or university with a department or school of art. The winner will receive $2,000 and an all-expense-paid trip to the NHFL Conference in Phoenix, Ariz. in May. There are three $1,000 runner-up awards and a matching grant will be given to each winner's school. Entries must be submitted to each chapter's Design Fellowship Chairman by Feb. 1. For more information, call Kathleen Fredrick at 212/935-0990.

• **International Fine Arts College, Miami, Fla., is sponsoring its Second Annual High School Interior Design Competition.** Prizes for high school students are partial scholarships to the college's Interior Design program. The amounts are: first prize, $2,500; second prize, $1,500; third prize, $1,000; and honorable mention, $500. The entrants will submit presentation boards converting a given space into a one-bedroom rental apartment. Entry deadline is March 20.

500 exhibitors are expected at Lighting World

New York—Lighting World International is expected to provide about 500 exhibitors with a forum for the introduction of lighting and control systems. The exhibition and conference will run May 11-13 at the Jacob K. Javits Convention Center, New York City.

On May 11, manufacturers will present a "Preview of Products" session. The products to be demonstrated will be selected by a panel of representatives from the show's sponsors—the International Association of Lighting Designers, the Illuminating Engineering Society of North America, and the New York Section of the Illuminating Engineering Society.

For more information, write National Expositions Co., 49 W. 38th St., Suite 12A, New York, NY 10018; (212) 391-9111.

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30 Firms Cited In SMPS Awards

San Francisco—Thirty firms were cited for creative excellence in marketing and communications materials at the Society for Marketing Professional Services (SMPS) convention recently. In its seventh year, the awards program received entries from architectural, engineering, interior design, landscape architectural, planning and construction management firms.

The winners in the corporate brochure category were: first place, George Hyman Construction Co., Bethesda, Md.; second place, Clarke Tribble Harris & Li Architects, Charlotte, N.C.; third place, Jung/Brannen, Boston.

First place in the special market brochure category went to Haley & Aldrich, Boston; San Francisco's Gensler & Associates placed second; and Cox, James & Associates, Phoenix, took third.

New York City's International Design Center won first place in the newsletter category. In the magazine category, Denver-based CH2M Hill placed first, and Seattle's FORMA won first place in the corporate identity category.

In the direct mail category, The Earth Technology Corp., Long Beach, Calif., took first place. This entry also received the SMPS Awards Program's "Best of Show" award.



Circle 24 on reader service card

New showrooms: Steelcase, Stow & Davis combine in Chicago

Steelcase Inc. has combined its two Chicago Merchandise Mart showrooms, closing the ninth floor **Stow & Davis** showroom. The division's wood office furniture and systems are being displayed on the eleventh floor of the Steelcase space...**Hickory Furniture Co.** is moving its Dallas showroom to the corner of the central atrium at the World Trade Center, Space No. 11006...**L&B Contract Industries** has opened a contract furniture showroom at the Decorative Arts Center, New York...**Bonar & Flotex** has relocated its offices and showroom to the Dallas Design Center District...**Design Techniques** is expanding its showroom at the D & D Centre of the Palm Beaches, West Palm Beach, Fla. The 1,069-sq.-ft. expansion will be used to introduce new lines. **Fact & Fantasy** is also expanding for the second time in the D & D Centre. The additional 1,610 sq. ft. of space will be used to display new fabric lines...**Floors by Juell** has opened a showroom in Chicago's Merchandise Mart...**Contract Rep Associates** has opened a 3,000-sq.-ft. showroom in the heart of Manhattan's interior design district...**Ambience Inc.** has doubled its showroom space on the 8th floor of the D & D Building in New York...**Designfriends Ltd.** has opened its first wholly owned showroom on the Fabric and Wallcovering floor at 200 Lexington Ave., New York...**Verne Yett Associates** has opened a showroom featuring a broad mix of product lines at San Francisco's Contract Center.



Karastan exhibits great grace under pressure.

It's not how good a carpet looks when it's new that's impressive. It's how good it continues to look over the years.

So Karastan's Lehigh carpet was woven on our advanced Kara-loc® II loom, creating an exceptionally dense, stable surface.

The design, a solid background of ultra-dense cut and loop pile, will retain its texture for years.

The fiber, ANTRON® nylon, provides soil-concealing easy care, durability, and built-in static-control.

Practicalities aside, Lehigh is also available in 19 elegant Karastan colors.

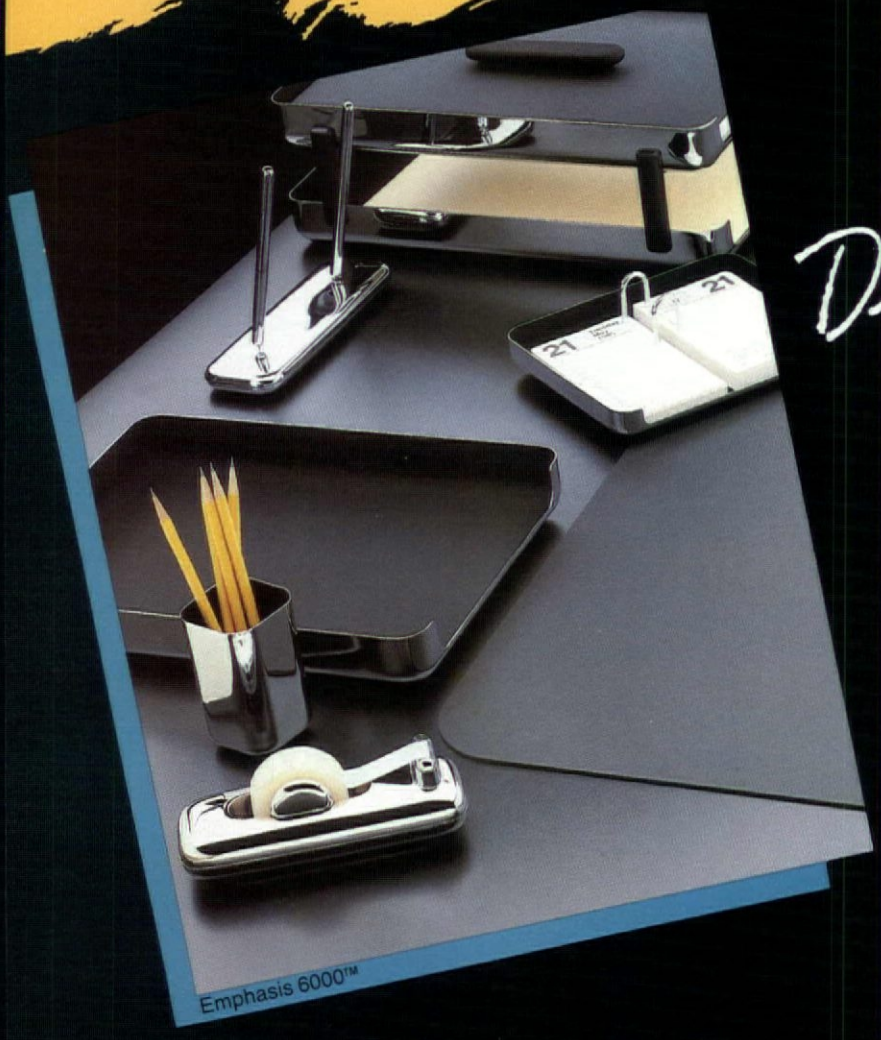
So bring on your high heels and wet galoshes. Track in your mud. We can take it. For years.

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Designs that win





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A winning combination that will influence your clients and result in friendly satisfied customers.

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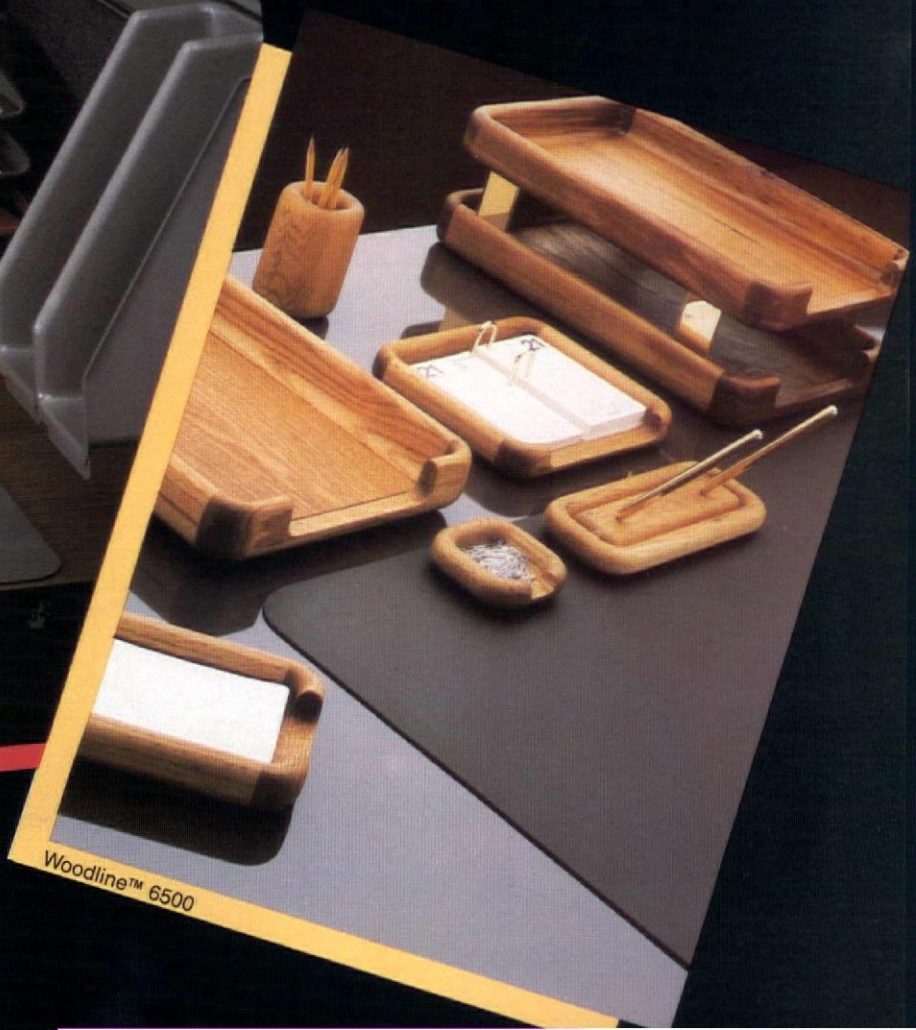
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friends and influence people

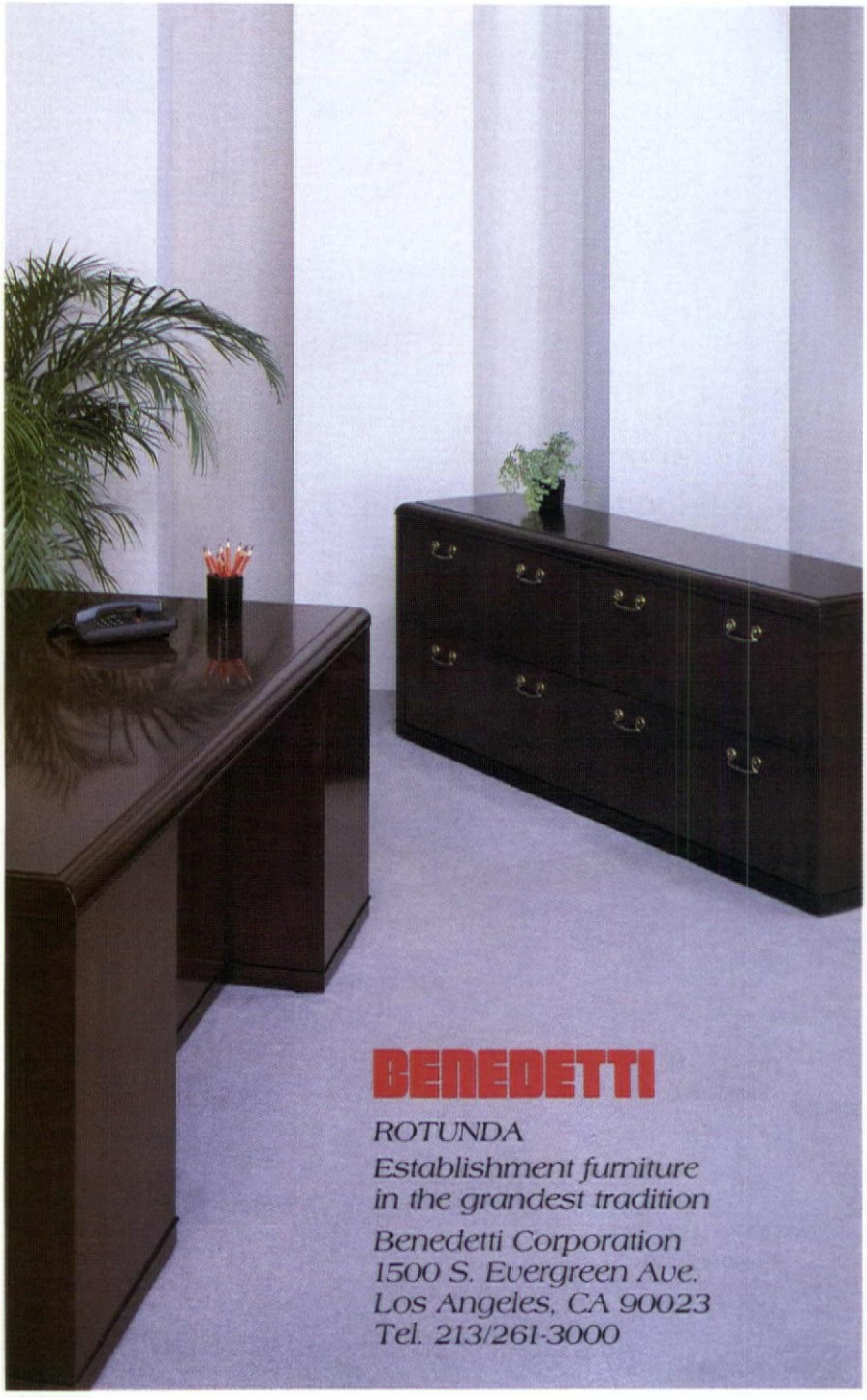






New assignments: Morris*Architects lands Central Bank

Morris*Architects of Houston in association with **Kidd/Plosser/Sprague/Architects/Inc.** of Birmingham have been contracted for Central Bank of the South's new $20 million headquarters. The 300,000-sq.-ft. administrative building is located in Birmingham, Ala...**Hambrecht Terrell International** (HTI) interior design/architectural firm has completed Saks Baltimore store in Owings Mills Mall for Saks Fifth Avenue...The Natural History Museum of Los Angeles County has selected **Welton Becket Associates** as the architects of the Pavilion of Evolving Life. The nearly $20 million Pavilion will add some 40,000 sq. ft. to the museum...**Robison + Associates** has been commissioned to provide space planning and interior construction documents services for tenants at Sevilla Center, a 60,000-sq.-ft. office tower in Coral Gables, Fla...The U.S. Dept. of State has directed **Security Source One Ltd.** to construct perimeter security for U.S. embassies in Panama, Guatemala, and Honduras. The firm is a partnership between **Blount International Ltd.** and **Hellmuth, Obata and Kassabaum (HOK)...Chaix & Johnson International,** Los Angeles, has begun work on a $24 million contract for the second of two passenger terminals at the Republic of Singapore's Changi International Airport...**Crandall and Associates,** Scottsdale, Ariz., has been selected to renovate the public areas and VIP suite at the Madison, Wis., Ramada Inn...**Lynn Wilson Associates** will design and supervise a $3.1 million renovation of the Coconut Grove Hotel in Miami...**Interior Design Development Inc.** (IDD) will provide interior design services for the new Canyon Crest Country Club in Mission Viejo, Calif...The New York architectural firm of **Brennan Beer Gorman** has designed two office buildings that are being developed by the Walton Corp. at the Louden Tech Center near Dulles International Airport, Washington, D.C... Cherrington Associates has hired **Wudtke Watson Associates** of San Francisco to design the renovation of the Cherrington Golf & Country Club in Moon Township, Penn...**Business Design Group,** Philadelphia, has signed an agreement with TSO Financial Corp. to design approximately 150,000 sq. ft. of commercial space...Sun Health Corp. has selected **Clark/Van Voorhis Architects,** Phoenix, Ariz., for architectural design, space planning and interiors for a medical office project on the Del E. Webb Hospital Campus in Sun City West, Ariz. The firm has also been appointed interior space planners for Scottsdale Executive Villas, an office complex owned by American Diversified Capital Corp...The Interiors Group of **CHR Associates** will provide interior design services for the Ronald McDonald House in Chapel Hill, N.C...Sherman & Howard, Denver's oldest law firm, has retained **I S D Incorporated** to redesign its offices. **Architecture One Ltd.,** Phoenix, has been awarded the First Interstate Bank of Arizona project at the Tucson Gateway Center.



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Your mind's racing. You've got talent to burn. And you're about to drive yourself crazy looking for the solid colors to take you from concept to reality.

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Now let your imagination slip into overdrive.

When you add these new solids to the existing Color Quest line, you have 110 of the most exciting design opportunities available. It's a palette of evolutionary proportions. And enough to renew anyone's creative license.

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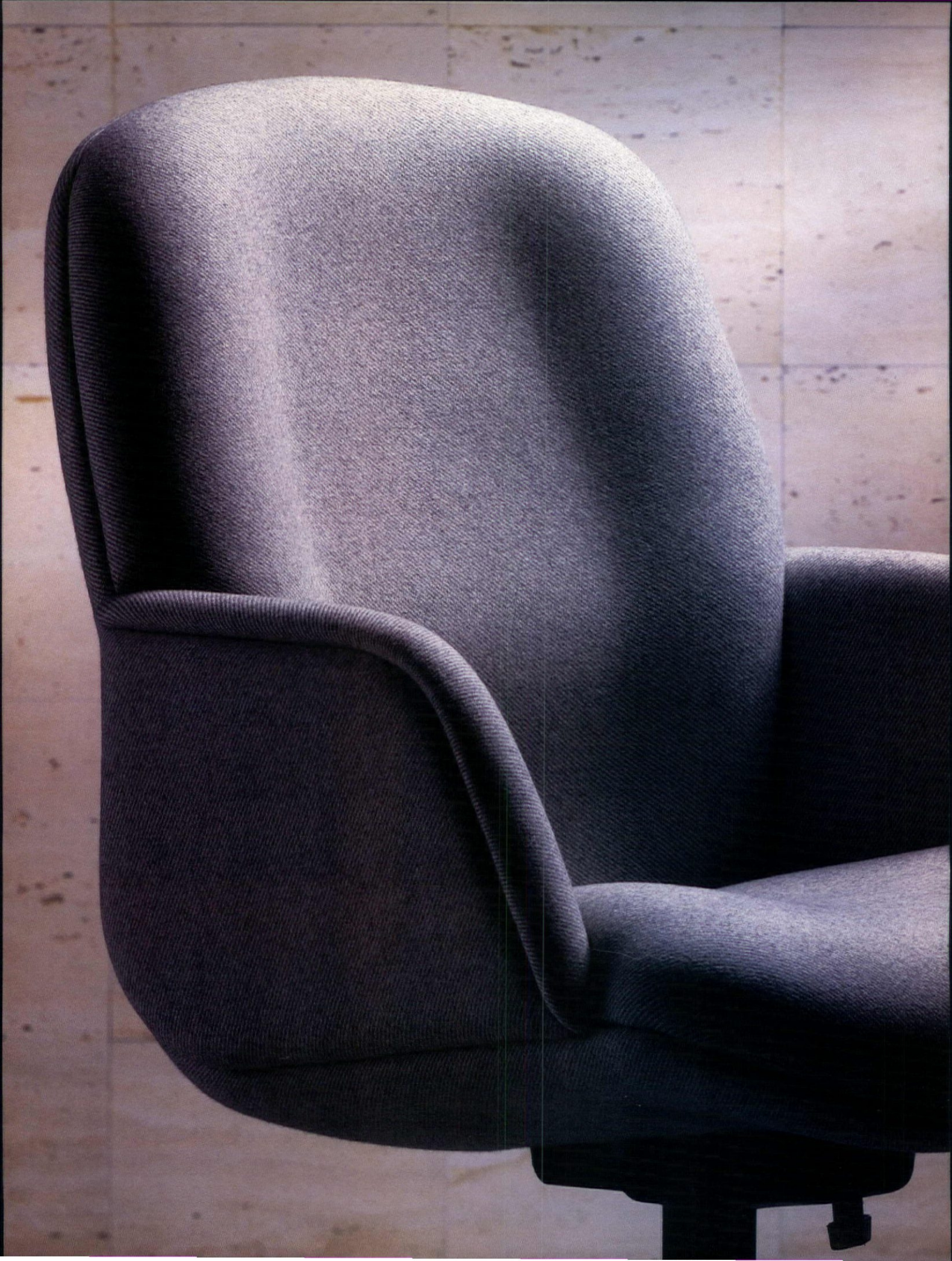
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BRAND DECORATIVE LAMINATE

Bringing new solutions to the surface™

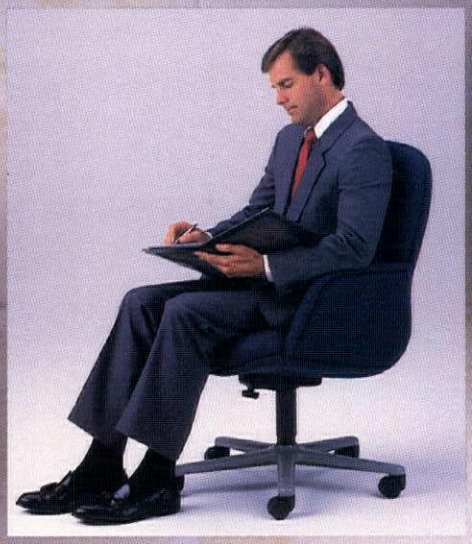
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A chair that works wherever it's needed. A design that works wherever it goes.



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And it feels just as comfortable as it looks. Thanks to a beautifully contoured seat and back. The Kelly Chair is available at an equally comfortable price, with swivel-tilt models starting at $623 list.

There's one more feature, too. Quick shipment. Our dealers can bring you a Kelly Chair in about 20 working days. Just ask for RSVP service and get fast delivery.
On the chair that's ready to go places. The Kelly Chair, by William B. Raftery.

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© 1986 Vecta®. 1800 South Great Southwest Parkway, Grand Prairie, TX 75051 Call 1 800 447 4700 for a free brochure. Vecta®

NOPA awards go to 51 students

Alexandria, Va.—A record number, fifty-one scholarships, were awarded to students for the 1986-87 school year by the National Office Products Association (NOPA).

One scholarship, the Chas G. Stott & Co. award, provides the winner with $2,000 a year for four years. All other awards are for $2,000. Any employee or relative of an employee of a NOPA member firm or group affiliated with the office products industry is eligible to apply for a scholarship.

The NOPA Scholarship Fund is supported solely by contributions from members. Donations are welcomed at all times.

In 1986, NOPA launched a "Go for a Million" fund-raising drive to raise the scholarship fund to $1 million by 1990. If the campaign is successful, the number of scholarships will nearly double.

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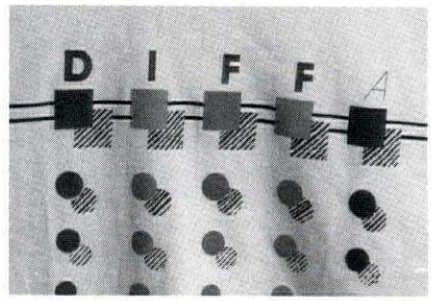
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T-shirt raises funds for DIFFA



New York—A T-shirt designed by Ken Cornet for the Design and Interior Furnishings Foundation for AIDS (DIFFA) is still available for a $10 tax deductible donation. Profits will be used for medical research and social science programs related to an AIDS cure. Six-color, silk screened, 100 percent cotton T-shirts can be mail-ordered with a $3.50 handling charge through DIFFA, P.O. Box 5176, FDR Station, New York, NY 10150.

Woolmark carpet production up 30%

Atlanta—Production of Woolmark-quality 100 percent wool carpet in the U.S. increased by 30 percent in 1985 over 1984. Chiefly-wool U.S. carpet production advanced by 14 percent.

Woolmark-labeled imports increased by 48 percent for the same period. Most of the U.S. Woolmark production increase was in tufted qualities, which rose by 50 percent. Woven constructions were up eight percent. Imported goods also showed a new emphasis on tufted carpet.

The Woolmark is a registered consumer certification mark owned by The Wool Bureau/IWS. It identifies products of 100 percent pure wool that have met certain tests. Information is based on data from the U.S. Bureau of the Census and The Wool Bureau's annual survey of Woolmark licensees.

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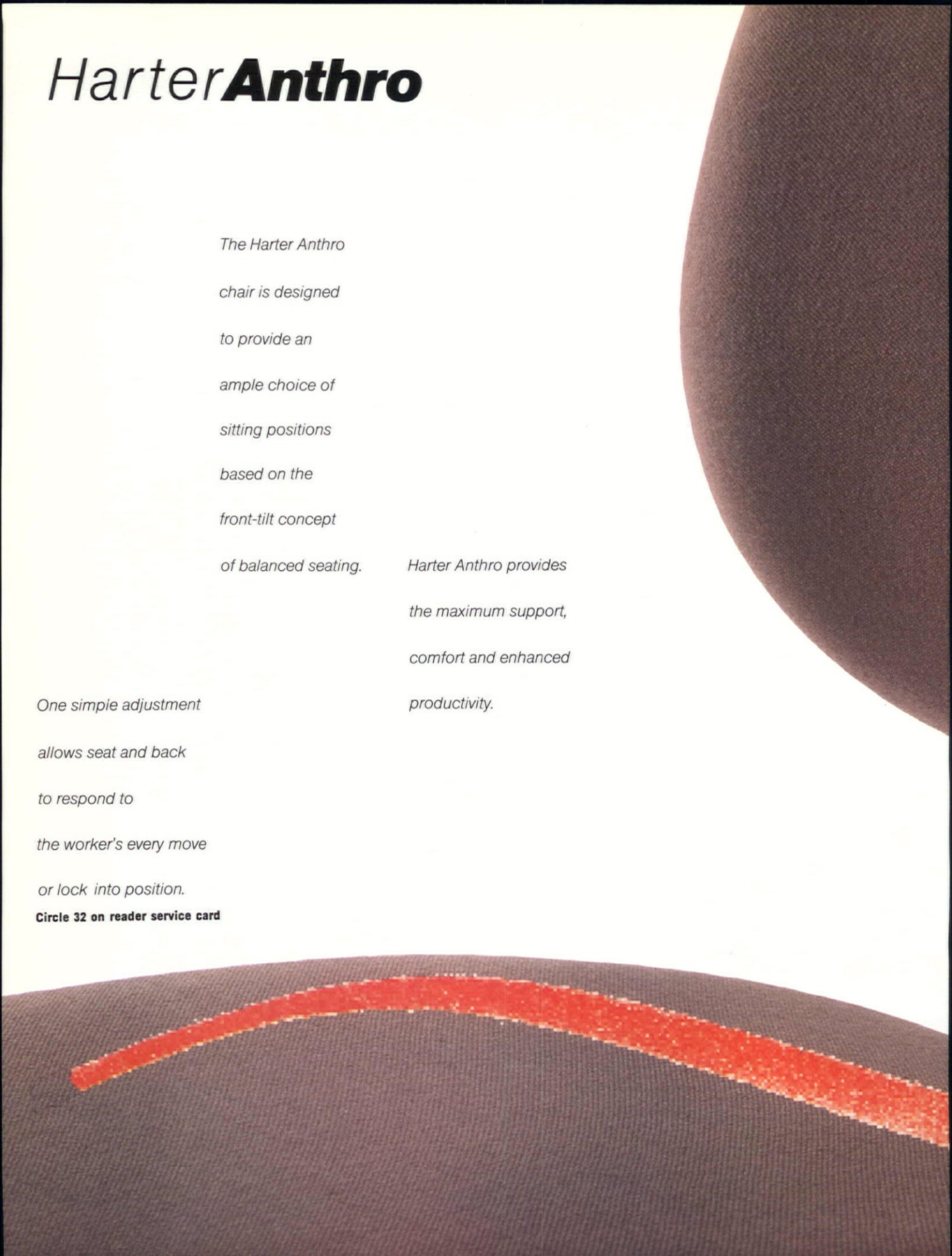
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Design firms develop innovative strategies to deal with Houston's depressed economy

Houston, Tex., thought of as the "boom town" a few years back, has been making headlines recently with its current economic slump. Reports abound that people are packing their bags and leaving the city as quickly as they flocked there.

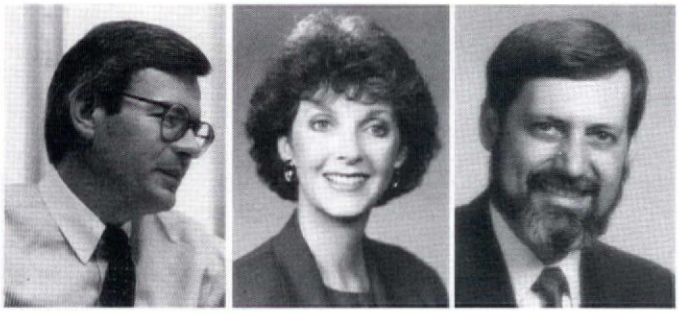
How is the economic situation affecting Houston's A & D community? Actually, things are not as bad as one would expect, according to those people involved in the interior design field. Design firms are faring okay, due to some innovative strategies on their part, and INNOVA, Houston's two-year-old mart, has developed a range of programs designed to promote traffic within the interior design center.

"Not all firms are suffering from the effects of the downturn," says Antony Harbour, vice president/managing principal, Gensler and Associates/Architects, Houston office. "Indeed, the current economy has not affected our workload. The opportunities are here, it just requires more imagination and work to find them."

Harbour stresses that the firm has not made any layoffs due to the economy. Fortunately for Gensler's Houston office, 85 percent of its work is repeat/referral business, an important factor in obtaining future jobs. The firm's reputation on a project gives Gensler an inherent competitive edge.

Another means of ensuring projects, Harbour notes, is to work outside of Houston. "We spend more time on planes," he states.

Nonetheless, 70 percent of Gensler's work is still in Houston. Despite the troubled economy, companies are still renovating or relocating their offices. This is occurring less than during Houston's peak period, but still enough to support large firms such as Gensler. The firm is currently involved with a local project that is more than a million sq. ft. in scope—the Enron Corporation, formerly Houston National Gas.



Houston's A & D community is surviving despite the economic slump, say Harbour, Gensler; Billings, INNOVA; and Wayman, Index (l. to r.).

Of course, Harbour admits that other firms may well be hurt by the economy and that he has received resumes from partners in well-established firms.

While, Gensler's effective strategies for surviving the economic slump include obtaining repeat business, looking for projects outside of Texas, and letting the firm's reputation precede itself, for Index The Design Group of Laventhol & Horwath, being a specialized interior design firm has worked to its advantage. Its area of expertise in hospitality installations enables this Houston-based firm to obtain commissions for hospitality projects from coast to coast, explains Velesa Sullivan, marketing coordinator, and Doyle R. Wayman, AIA, senior principal of the firm.

They will not deny that troubled times exist in Houston. While approximately 2,000 people per week were moving down to Houston a few years ago in search of prime jobs and dollars, many people are now leaving in search of the next "boom town."

Still, not everyone is leaving—some people choose to live in this city. "We're very proud of Houston and supportive of it," stresses Wayman. Both he and Sullivan explain that a specialized firm like Index could be located anywhere in the country since it does work all over the States. In fact, in 1986, only five percent of its work was within the state of Texas. However, it must be added that this is not totally due to the economy. In 1983, the firm did 30 percent of its work in the state. Obviously the figures are down, but the percentage of the firm's work in Texas was never a majority of commissions.

Index chooses to remain in Houston, in part due to a favorable business climate which offers optimal lease and travel arrangements. Both Wayman and Sullivan stress their loyalty to Houston and express optimism that the economy will again be on the upswing.

INNOVA an A & D boost

INNOVA has not been losing any tenants due to the city's deflated economy, stresses J. Lynn Billings, director of communications, INNOVA. The two-year-old mart is 60 percent leased at this time.

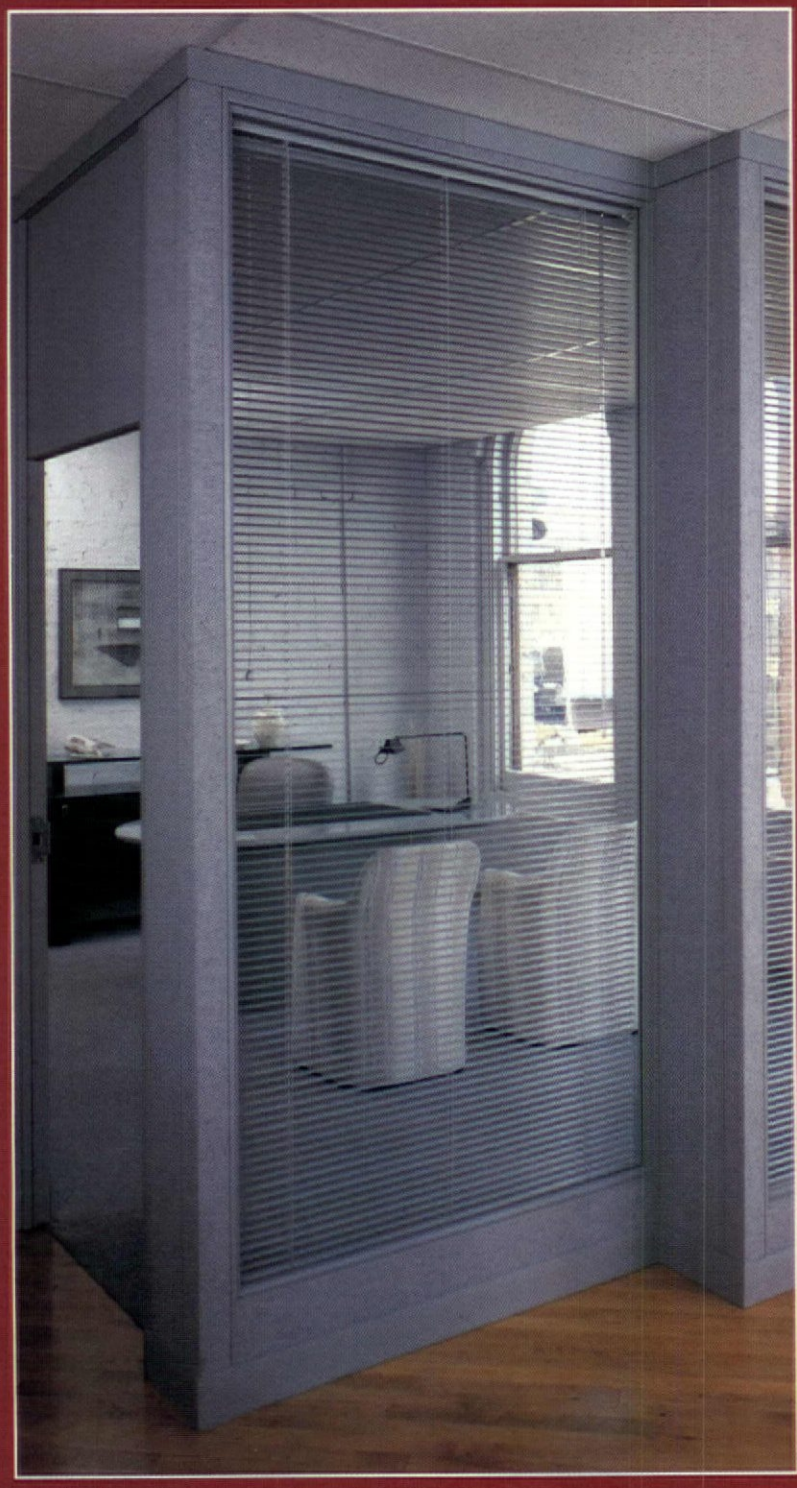
Billings anticipates that the INNOVA Office Exhibit, in addition to other programs it sponsors, will create national attention for the mart. This Epcot Center-type exhibit demonstrates the use of integrated office technology via eleven stations complete with mannequins using hardware and software products from various computer vendors in a technology display. It also consists of an environmental exhibit housing eight areas that duplicate common problems within today's workplace (including air quality, lighting, and physical conditions) along with some guidelines for solving these problems.

The 12,000-sq.-ft. exhibit, located on the 10th floor of INNOVA, opened in September and will be on view for a year.

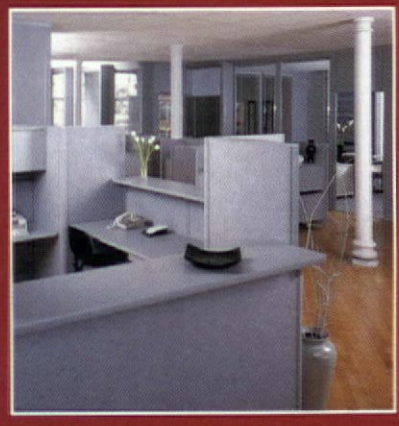
Houston's economic slump has been felt by the A & D community, as it has by other industries in the city. However, it has not taken its toll on everyone. Members of Houston's design community have proven to be fighters and have created innovative strategies to deal with the city's depressed state.—*P.B.*

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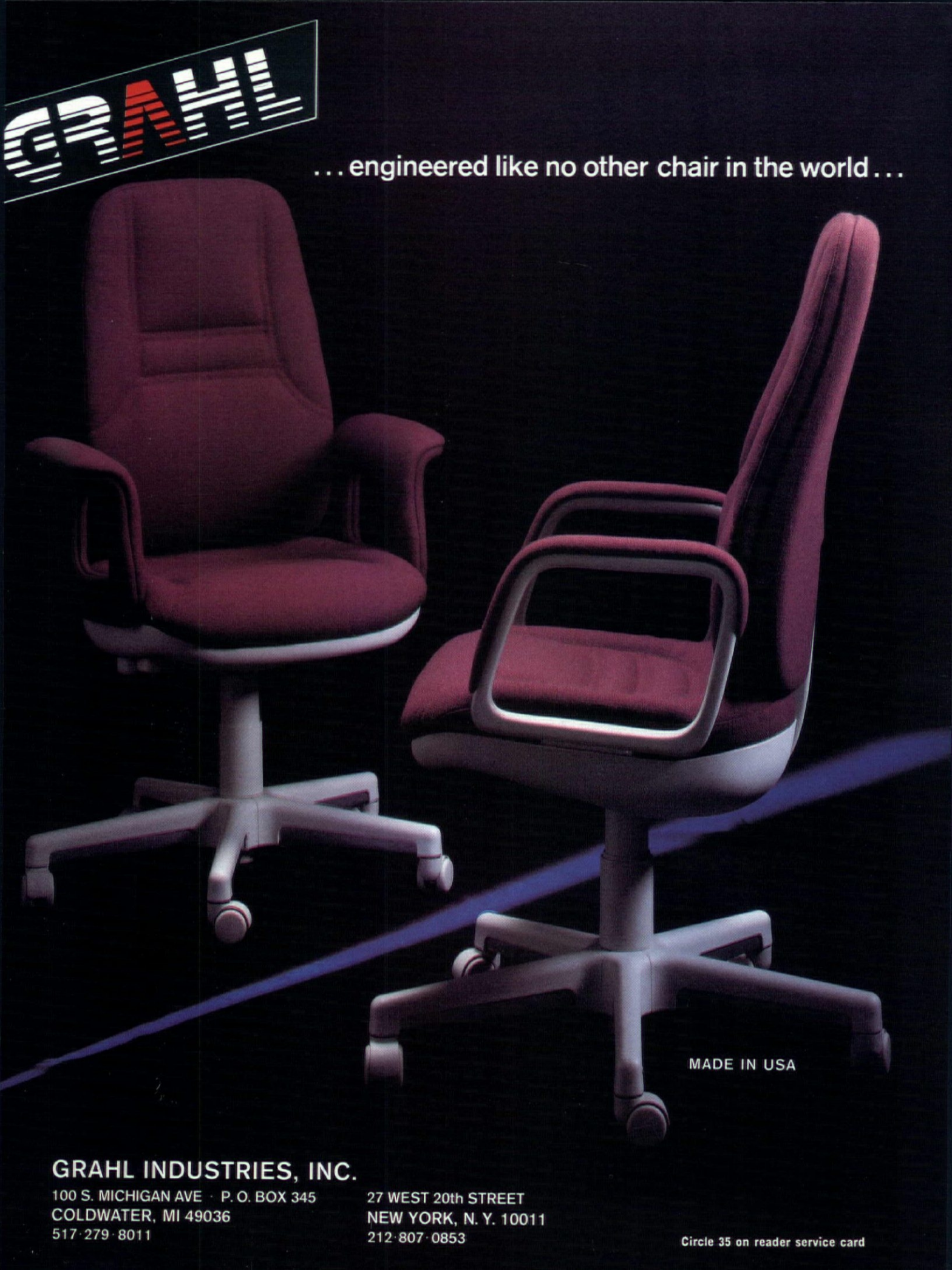
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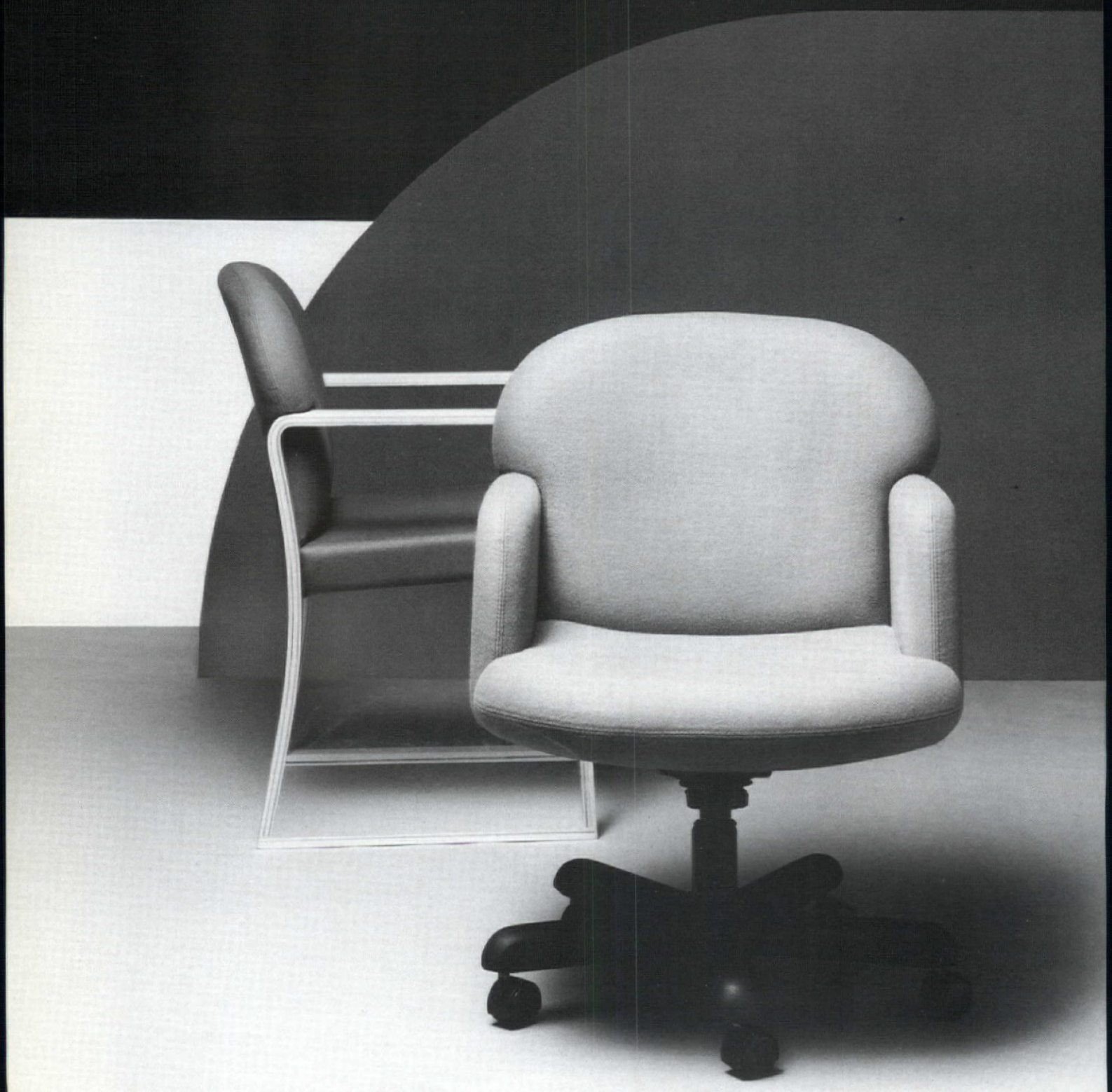
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By Sara O. Marberry



Reach 'back to the future' for experts' 1987 predictions

On many occasions, this column looks into the future at color trends that will affect contract interiors two-to-five years hence. But this month, a look "back to the future," reveals some interesting insights about what experts were predicting last year for trends in 1987. A consensus taken from a collection of accumulated press releases and reports issued last year points toward an interest in opulence, elegance, and pattern for color styling in today's products and environments.

One word that kept appearing in these reports over and over was *elegance.* In its analysis of fabric trends for Spring '87, the 3M Company stated that whether this elegance takes the form of a traditional damask or a cotton print accented with metallic or pearlescent treatments, the effect is subtle and understated. Speaking at a seminar last year, Sharon Clarke-Fodor, vice president, design, L.E. Carpenter & Company, claimed that the general overall look of fabric will be soft and either more formal, streamlined, traditional, or elegant. "The textural effect will be more sophisticated and multi-faceted," she said. "Remaining important are colored flecks, heathered yarns, metallic threads, and silks."

Looking into the future, Sue Bernard, Fashion Marketing Director, John Wolf Decorative Fabrics, pointed out at a recent styling seminar sponsored by Allied Fibers, that changes will continue to occur in decorative materials, as they have for years. She stressed that contemporary furnishings in particular, will be the one styling area which will be affected more than any other by new technology. "The future is now, and there are many technological innovations being introduced in textiles and other materials," she stated. Some of these include new metallic and pearlized pigments, fabrics bonded with foil and overprinted, different combinations of man-made fibers, high-tech screen printing techniques, and further developments of computer-aided design techniques. She also predicted that "illusion" will play an important role in creating changes in color, texture, and even "moods" in 21st century interiors. New technology in lighting and reflective surfaces will be used to achieve these effects.

Pattern-upon-pattern

For wallcovering, Clarke-Fodor emphasized that the "big" news is pattern-upon-pattern—a mixing of many different motifs to create a montage of images. Chameleon patterns that make a strong statement close up but create a blended, soft background from a distance, will also appear. "Design will be rich and opulent," she said. Pattern influences are coming from the Orient, museum-quality tapestries, Neo-Expressionism in Europe and the U.S., and simple outlined patterns inspired by artists such as DuBuffet, Klee, and Keith Haring. Popular textures have a low relief, but there is a trend toward texture with sharp definitions and tiny patterns.

At the Color Marketing Group's (CMG) Southeast Regional meeting last year, Robert DeCarlo, chief colorist and designer, BASF Fibers, catalogued current color and design influences in the floorcovering industry. He cited art as a major force, noting specifically the colors of Rembrandt and the Impressionists. He also pointed to a strong English influence, marked by saturated jewel tones and an overall opulent appeal. DeCarlo reported an increase in the number of architectural restoration projects and a return to elegance in the form of color, detail, and ceilings.

In a report on the Heimtextil Fair to CMG members during NEOCON last year, Victor Brown, a color consultant for carpet color, yarn, development, and styling, cited advances in pattern tufting which create even more precise geometrics with a woven look. He also spotted a predominance of very decorative fabrics, brocades, and shimmering silks.

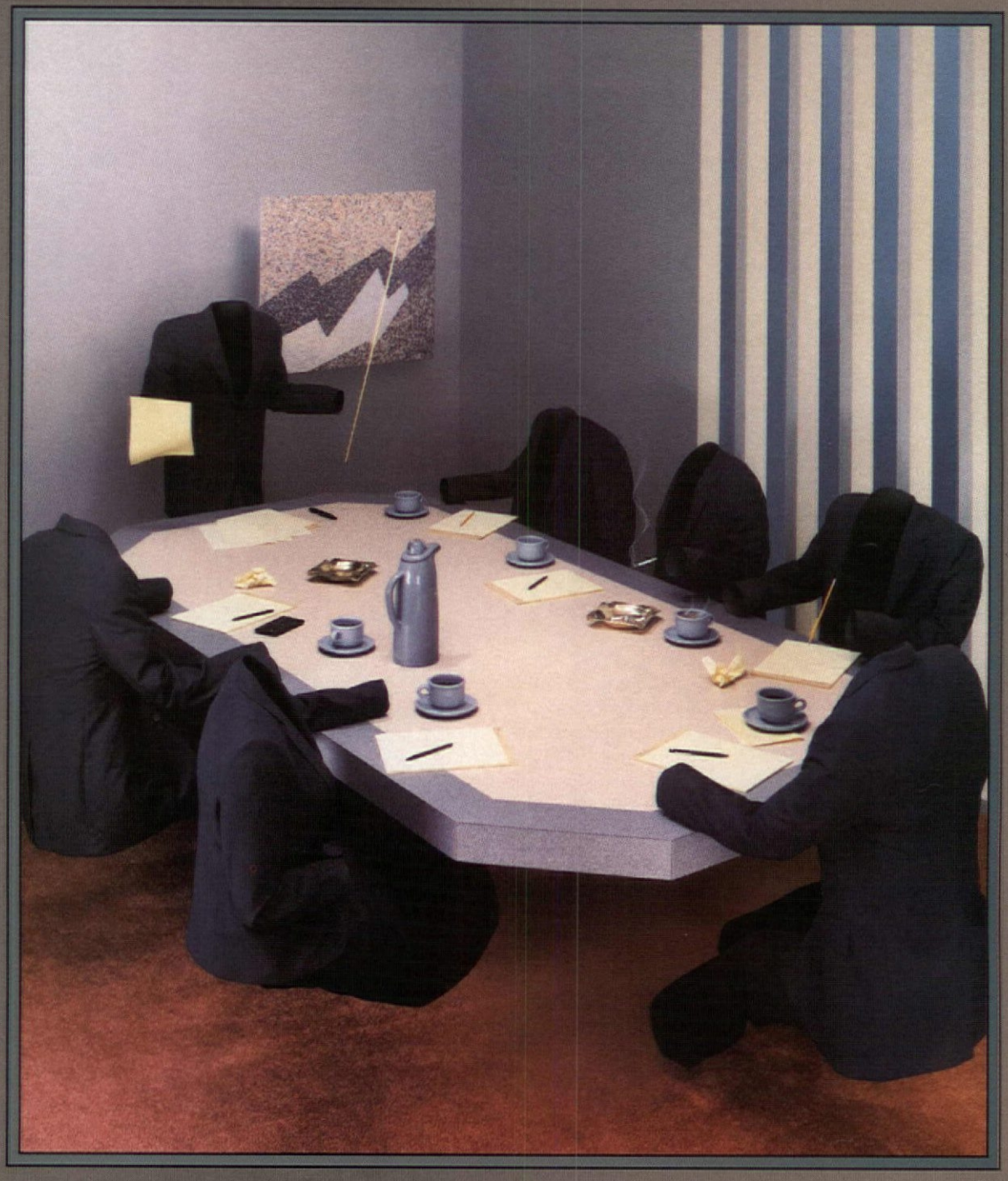
Already-popular faux and tromp l'oeil versions of natural materials will continue on through 1987/'88. This statement was made by Contract Color Directions Chairman Merle Lindby-Young, Knoll International, at CMG's spring meeting last year. It reflects a response to colors and natural materials such as marble, granite, gold, and metals. She also cited a new trend in the development of color, sparked by the Fifth World Color Conference on Science and Art. "Scientists, artists, and colorists came closer together, creating a new understanding and awareness between the different disciplines," she reported. "This new communication can potentially lead us to whole new realms within the world of color."



Illustration by Ben Neuhart

Experts stress the importance of pattern inspired by 20th century artists in current color and styling trends for commercial interiors.

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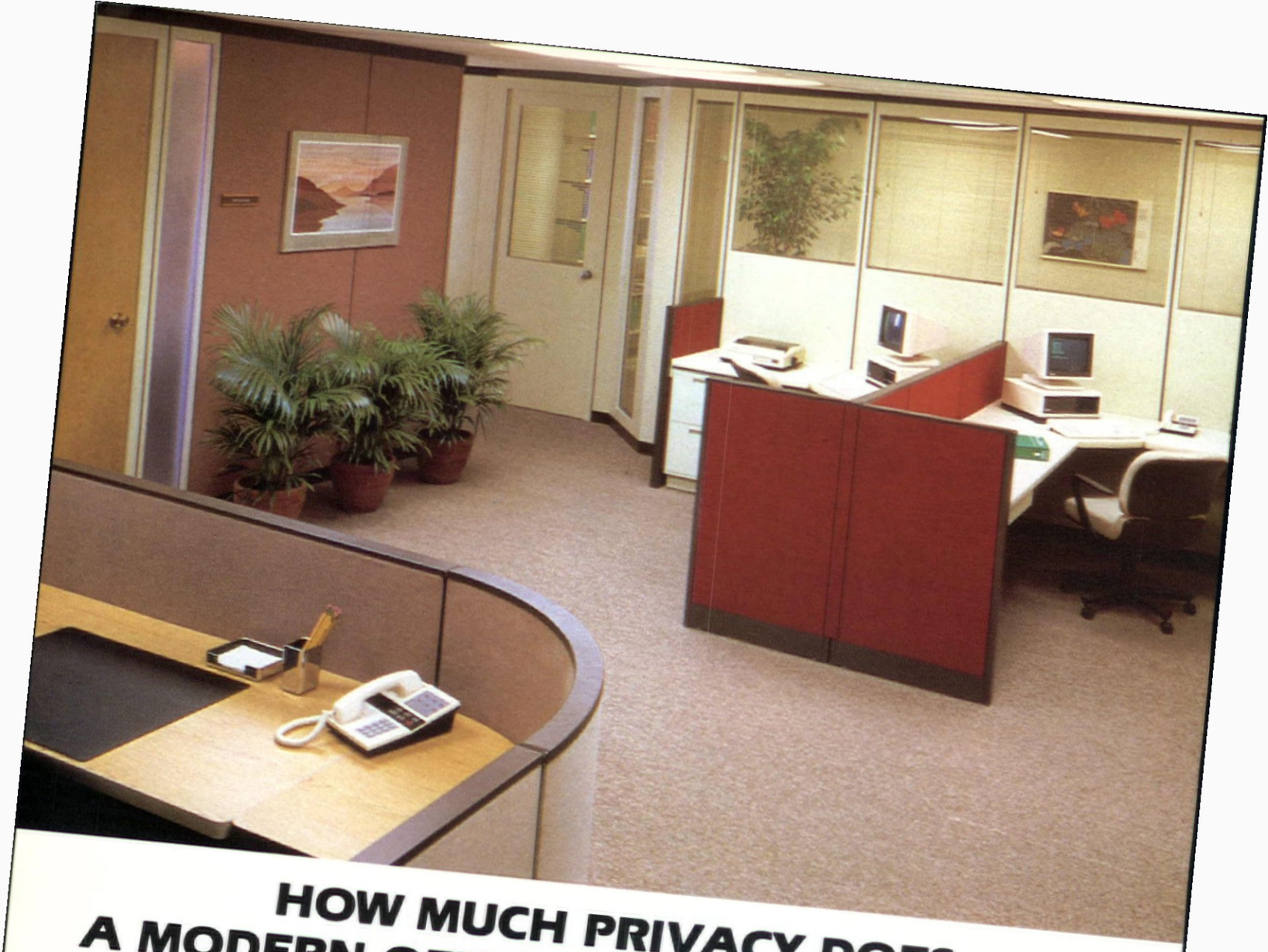
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By Eileen McMorrow



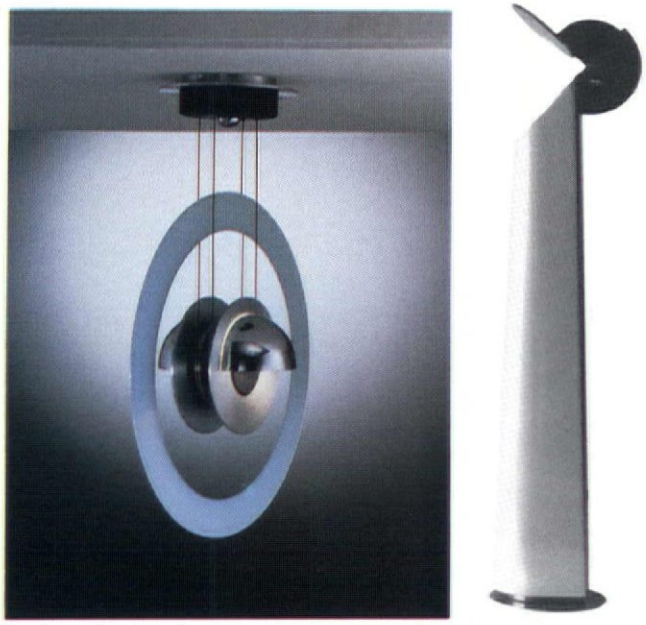
Quick-ship lighting programs answer specifier demand

Offering a reliable, quality light source used to be all that was expected of lighting manufacturers. But now, with increased competition and diversification of product lines among firms in the industry, lighting manufacturers must develop other competitive marketing tools.

Increasingly, manufacturers are offering attractive marketing literature and sophisticated sales support materials to back up a range of diversified services. In the latter category, one of the most popular and sought-after perks is the quick-ship program; and it's definitely catching on among specifiers. (For extensive coverage of quick-ship service across all product categories, see CONTRACT's quick-ship section in this issue.)

Six lighting manufacturers were surveyed recently regarding quick-ship programs, and all are offering some form of this service to back up their product lines. While details vary from firm-to-firm, the range of delivery time is anywhere from seven days to three weeks, with 14 days the most common time frame offered. The number of products available on quick-ship ranges from 10 items with one company to 100 items with another. Most companies limit the quantity of individual items which can be ordered on quick-ship, usually no more than 20 of each style; with the remainder shipping later.

These programs are desirable because, "many specifiers are looking for fixtures with not much time left to complete a project," says Scott Malmsten, director of product design and marketing for Visa Lighting, Milwaukee, Wis. "It used to be that fixtures were ordered three-to-four weeks in advance, but lately, orders come in for a job site that's due to close in a week," he explains.



The Luna Pendant from Boyd Lighting, which received the 1986 CONTRACT/IBD Bronze Award for general lighting, is one of the company's quick-ship items. To the right, F82 Gibigiana by Atelier International is offered on quick-ship service, popular among lighting manufacturers.

Fast service sought

Typically, a rash of orders are received before the end of a year when the need to complete projects or close the books for tax purposes becomes important for specifiers. Malmsten believes that the manufacturers' service role with specifiers and end-users is increasing. Visa finds itself working directly with the client more often.

A company knowledgeable in both the design and business of lighting, Innovative Products for Interiors Inc., (IPI), Long Island City, N.Y., can offer a case study for industry quick-ship programs.

At the International Design Center, New York (IDCNY), IPI opened a showroom in October which displays its lines of Italian lighting fixtures, of which 99 are currently available in a variety of materials, styles, and functions in a quick-ship program that provides delivery within two weeks.

Collections such as Leucos (Lay-u-cos), Eleusi (A-lay-uzi), and Sirrah (Sir-rah) are all part of IPI's exclusive "Expresslight" program. To meet demands and overall needs put forth by architects and interior designers, and to overcome resistance to imported products, Pierpaolo de Angelis, president of IPI, created the Expresslight program for NEOCON '85 with John B. Nichols, marketing consultant.

Program reflects growth

Since instituting Expresslight, the company has seen a 400 percent growth in distribution. Some 95 percent of the product line can be shipped by United Parcel Service (UPS), with the remainder using common carrier shipping. The company retains a 7,000-sq.-ft. warehouse in Maspeth, Long Island to supply quick-ship needs.

This quick-ship program represents the largest selection of Italian-design lighting products available on fast delivery in the U.S. market. The second-edition Expresslight catalogue features 53 UL-listed, recessed, wall, ceiling, and suspended fixtures, plus 46 table and floor lamps, all stocked in the New York warehouse, and with dealers across the country. Any IPI Expresslight item can be shipped within 10 to 15 working days with certain quantity limitations. However, even large-scale orders can be filled rapidly due to stock quantities. All products carry a one year warranty.

ASID's 1986 Product Catalogue Design Award went to the Expresslight catalogue, designed by Massimo Vignelli. The brochure was cited for its comprehensiveness and ease-of-use.

Not all lighting manufacturers have expressed an interest in providing a quick-ship service because many are fearful of over-producing stock that

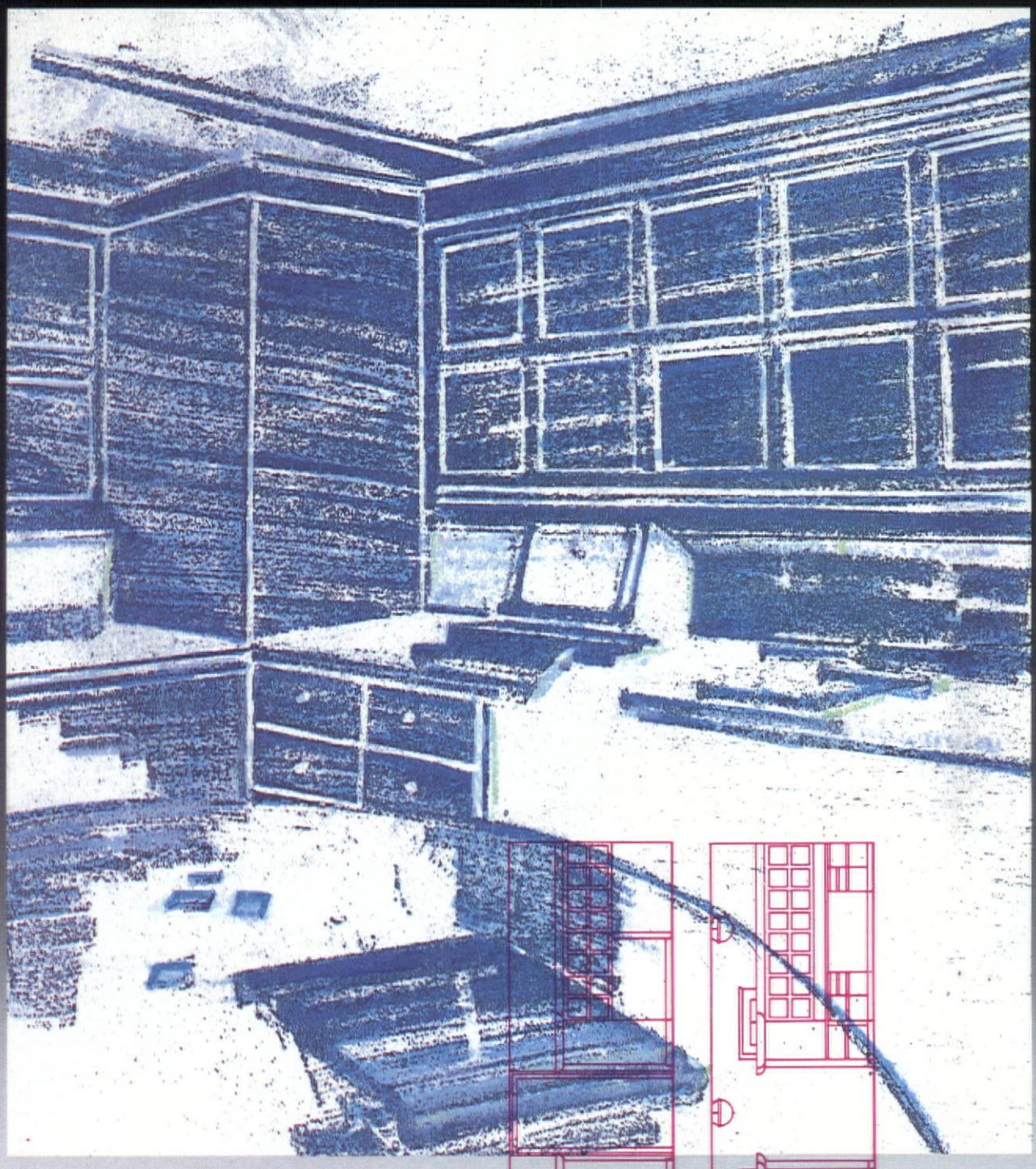
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chairs banquettes tables



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(Continued from p. 65)

Great perk for buyers

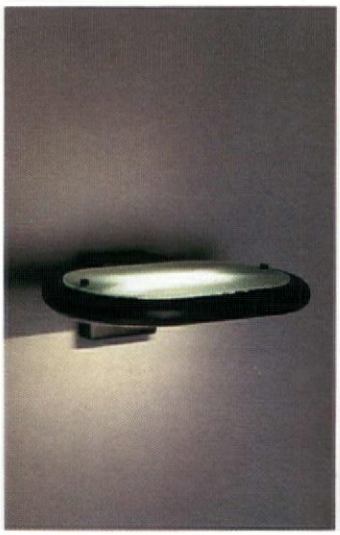
may not move. But, when specifiers are caught making an installation decision at the eleventh hour, they are likely to seek the fastest possible service, and those offering quick-ship of a product style commonly offered in the contract industry will reap rewards later, based on performance and reliability.

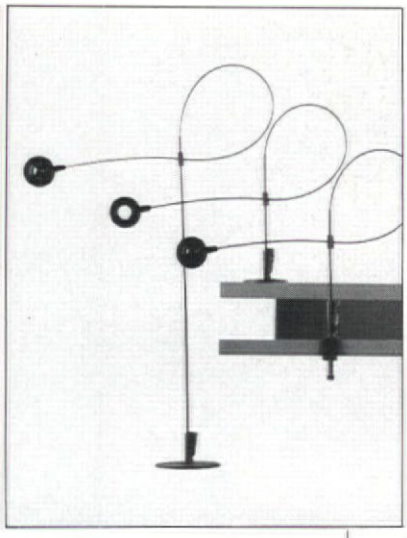
In addition to IPI, Koch & Lowy, Boyd Lighting, Visa Lighting, Atelier International, and Artemide are among leading manufacturers that offer special shipping programs.

Koch & Lowy, a ceiling, wall, table and floor lighting company based in Long Island City, N.Y., keeps most merchandise in stock with shipment occurring within three-to-four weeks of order. When paperwork is completed following order placement, it is feasible to ship within two days when necessary, according to Dorie Greenblatt, sales representative. Shipment is generally sent through United Parcel Service (UPS) and common carriers deliver oversize stock items.

Some boxes and fixtures have been redesigned over the years to accommodate easier shipping methods. With most of its business in the contract field, Koch & Lowy can arrange various delivery methods and delivery is carefully coordinated with project installation dates when required by specifiers.

"The service role our firm offers architects and specifiers remains the same, and shipping is just another responsibility of the manufacturer," says Thomas Lowy, president, Koch & Lowy. He believes that the specifier's greatest desire in 1987 is to see innovative design ideas, and he is pleased to be receiving more input from architects who are taking a deeper interest in lighting.







In IPI's Eleusi collection, Kilo W, (above, left) is a wall sconce providing upward light from a concealed metal reflector. At right are three models of Sigla with 360 degree rotating reflectors, from IPI's Sirrah collection, all available on quick ship. At far right, Koch & Lowy offers Monolith F-2702 column lamps on quick ship delivery terms.

Ten items are available in the 15-month-old, quick-ship program operated by Boyd Lighting, San Francisco. Seven wall brackets and three floor lamps are often-purchased items which are available within two weeks, usually 10 days, after an order is received. If Boyd misses the two-week delivery date, then the manufacturer will pay freight charges in full. Specific finishes and styles are available to the specifier for models chosen.

A maximum of 10 of one style is permitted on a quick-ship order basis. Quick-ship applies to both pro forma and open accounts, where payment is due within 30 days.

"This program is a great perk for buyers, and is an incentive for sales reps," says James Boyd, sales coordinator.

Lighting products are manufactured in Colorado and San Francisco factories, with items not in the quick-ship program being made on an order basis, for delivery within four weeks. If a prospect cannot wait that long, then a salesperson has the option of substituting an item from the quick-ship program.

Boyd is pleased with increasing orders from the contract field based upon one particular fixture. Identical fixture orders for large installations are always welcome because it is an easy manufacturing and shipping order. Most deliveries are by UPS, or common carrier when needed. An order acknowledgement is sent to the client verifying the order and confirming a delivery date. Boyd's company literature includes pertinent information about quick-ship and the availability of substitute items in different finishes if necessary.

Visa Lighting will begin a quick-ship program within the first quarter of this year. Within seven to 10 days, a number of stock items (about 15 to 25 fixtures) with various finishes will be possible to ship throughout the U.S.

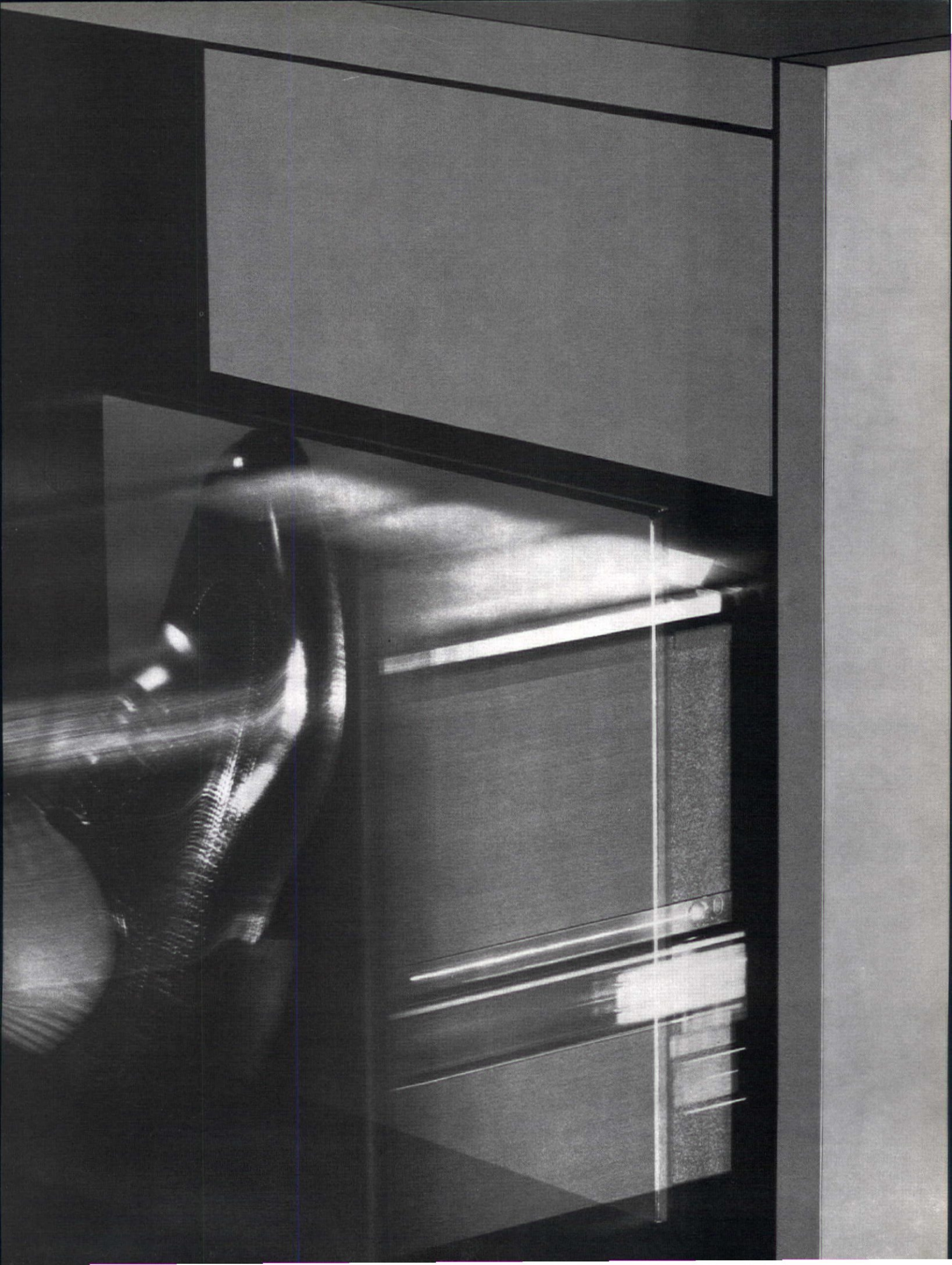
Although Visa makes use of a distributor network, Malmsten finds that his distributors are essential for paperwork and sales; specifiers are more likely to directly contact the manufacturer for product advice or suggestions.

Atelier International, based in New York, offers 100 percent of its Italian-design lighting stock within three weeks. Often the fixture may arrive in 10 days and rush orders are accommodated when necessary. All portable task and table, ceiling lamps, and wall sconces are shipped UPS, while heavier floor lamps are sent common carrier.

"Our role in the distribution network has gotten stronger. Customer service can be handled by distributors, but the manufacturer has an obligation to offer a customer service department," says Alice Levine, divisional manager/lighting.

Artemide Inc., based at the IDCNY, began distributing the Ron Rezek Lighting + Furniture line in October, and now offers this product line plus its existing line on a three-to-four week regular delivery basis. Stock items can be delivered in two-to-three weeks.

As quick shipping programs become quite popular in other product categories of the contract industry, lighting manufacturers appear to be anxious to offer more of this service, realizing the importance of meeting specifiers needs for fast delivery on materials.





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Tuohy

The Trieste Chair
Design by Daniel Cramer

It is a pleasure to view a design that deftly balances form, proportion and impeccable detailing. Observe the striking angularity of the arm, its graceful resolution into the curved leg, and graphic trio of horizontal pieces. These elements interplay with a contoured seat to present this chair's notable design integrity.

Trieste is produced from selected hardwoods and is available in open and closed arm formats. It is one in a series of three new seating designs from Tuohy.

For information on Trieste or other Tuohy seating and casegood furnishings, call 1-800-533-1696 or notify your Tuohy regional representative. Principal showrooms are in New York (302 IDCNY), Chicago (880 Merchandise Mart), and Minneapolis (502 Int'l Market Square).



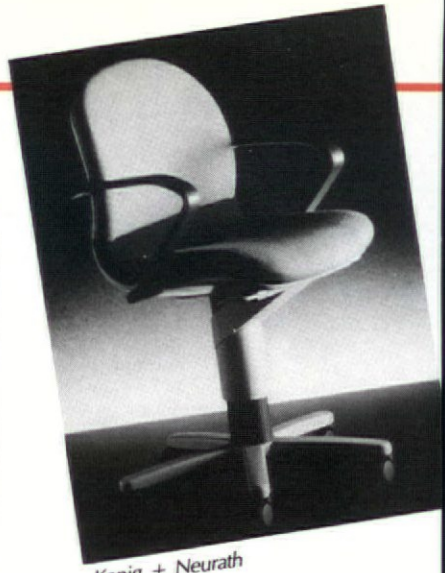
Circle 50 on reader service card.



HAG, (in the States)



Febru, through Gemini



Konig + Neurath



Polschroder/Steelcase



Martinstoll



Hund, (in the States)



Giroflex, through GF Furniture

HAG—Credo collection of seating offers automatic seat adjustment. **Circle No. 342.**

Polschroder—Part of the Steelcase/Strafor line, the Sensor chair designed by Wolfgang Mueller Deisig was presented. Passive ergonomic support is a highlight of the product.
Circle No. 341.

Febru—Multi-Com desk system offers separate, adjustable worktops with radius edge. Desk surfaces can incline and offer mechanical height adjustment. Line is represented by Gemini in Canada.
Circle No. 314.

Martinstoll—Collection/G offers four-legged chairs and side table combined with a reception area group. Series works in office settings as well.
Circle No. 333.

Hund—Exponent office furniture can be altered by means of connection elements. System, which comes with storage and visual display unit surfaces, is available through U.S. operation. **Circle No. 328.**

Konig + Neurath—King chair offers a professional seating system in three innovative series—Alpha, Beta, and Zeta—which complement the company's desk series. **Circle No. 337.**

Giroflex—Shown through this Swiss company's German subsidiary, Argoflex, is the "giroflex 44" range of chairs. Represented by GF in the States, series offers controlled flexibility of seat shell with continuous support.
Circle No. 338.

Americans Seek New Product At Orgatechnik, More Joint Ventures Formed

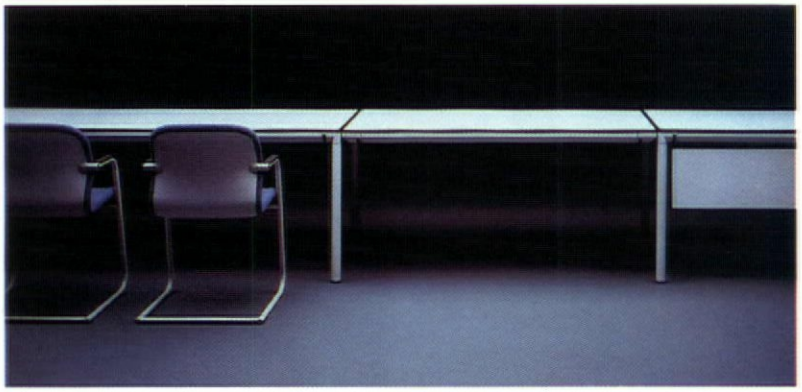
By **ROBERTA WALTON**
Executive Editor



Kusch USA, Inc.



RTR



Wilkhahn, through Vecta Contract

Kusch + Co.—Bitsch seating is a full range of reception, hospitality, and lounge seating. Company has U.S. representation. **Circle No. 319.**

Wilkhahn—To be licensed by Vecta in the States, a new table series called Thema employs a simple connecting mechanism enabling reconfiguration without use of any tools. With a simple push of a button, triangular, square, oblong, trapezoidal, or hexagonal shapes can be achieved. Also available through Vecta is the firm's FS series. **Circle No. 336.**

RTR—Maestro system offers wire management, vertical cable cavity, and horizontal cable conduit. Series includes desks, tables, credenzas, and storage units. **Circle No. 320.**

Walter Knoll—Designed by Michael Knoll and Hannes Wolf and available through Brayton International, is The Boss collection. Guest seating and swivel/tilt chair in low-, medium-, or high-back are part of the program. **Circle No. 325.**



Walter Knoll, through Brayton

"There's a lot of cherry picking going on here," noted one U.S. manufacturer attending Orgatechnik as part of a delegation sponsored by the Business and Institutional Furniture Manufacturers Association (BIFMA). Indeed, the interest among American suppliers in licensing, importing, or otherwise representing German-produced lines continued strong at the fair this year, held in Cologne, October 16-21. Many agreements were reached between German and U.S. manufacturers, according to fair spokesmen who also noted that there were a number of U.S. exhibitors—among them Krueger Inc., Steelcase (under Polschroder), Metropolitan, iil International, HAG USA Inc., and Center Core.

However, in spite of the enthusiastic participation of U.S. suppliers, opinions varied as to the technical innovation of this year's fair. Seasoned attendees seemed to agree that it lacked the spirited experimentation of previous years. Very little was shown in panel systems, for example. Still, some stand-out introductions were popular with visitors, including Wilkhahn's Thema table that featured an intriguing connecting mechanism permitting reconfiguration of worksurfaces to suit any need. (The line is planned for eventual introduction through Vecta Contract in the States.)

Also noteworthy were sliding worksurface tops, shown through many exhibitors, which accommodate wiring without loss of valuable work area. Some showgoers predicted that this feature would crop up at NEOCON this year.

Many attending the show remarked on the considerable number of chair introductions being made—most in the "passive ergonomic category," with simplified mechanisms. Of course, several of these were in prototype stage and won't emerge in this market for a while. In the latter category was

Foreign companies lure U.S. partners

Voko's new office chair, "Physio Class," designed by Karl Dittert; the company, which has offices in Houston as well as plans for expanded U.S. showroom representation, is promoting its ACM system of computer-oriented worksurfaces and storage modules in the States.

Licensing on upswing

According to Ferdinand Hartmann, executive director of the German Association of Woodworking Industry & Plastic Manufacturers, licensing is a major growth area for German producers. His group, 40 percent of which is comprised of commercial furniture manufacturers, organized an exhibit of furnishings at the Innova mart in Houston last November. The organization has also been represented through exhibits at NEOCON and Westweek, where it promotes its wares to U.S. buyers.

And, it would appear that the U.S. reception to German product is enthusiastic, judging by the BIFMA delegation to Orgatechnik this year, which was composed of 70 representatives from over 30 companies. This figure, of course, does not signify the true total of American firms engaged in commercial partnerships with German companies.

Prominent among German concerns which have established strong ties with the U.S. is Kill, now represented through Cy Mann in New York. Kill is also part of a group exhibiting under the name MBIG—Modern Bauhaus Interiors of Germany—at the Marketplace in Philadelphia. Commenting on U.S. acceptance of German product, Walter Jaegle, Kill president, notes, "When I was at NEOCON in '86, there was a big difference from the preceding year in terms of more European feeling and more ergonomic design. It



Martela



Sedus, (in the States)



Vitra, through Stendig



Sitag, through Schafer Bros.

Martela—Through this Finnish firm, the Cre-Activ system is now available, incorporating wire management, storage, computer/VDU tables, and panels. System can be linked together for reconfiguration needs. **Circle No. 343.**

Sedus—A new management swivel armchair is offered in the London 6 model which has tilting mechanism as well as horizontal movement of the seat. Seat depth adjustment is also a feature. **Circle No. 317.**

Vitra—Through Stendig, seating designs by Mario Bellini now include visitor and conference chairs with cantilevered wood base. **Circle No. 344.**

Sitag—Synchro-sit 45 is suited for use with VDT terminals. Chair is available in a variety of models—from clerical to executive. **Circle No. 318.**



Flototto



Roder, through Corry Jamestown



Interstuhl



Casala, through Krueger Int'l

Flototto—This line of modular desks and storage systems is adaptable to a variety of user needs. **Circle No. 330.**

Roder—Manager's swivel chair comes in arm and armless versions with active and passive ergonomic functions. Available through Corry Jamestown. **Circle No. 329.**

Interstuhl—Collection 3000 is available for mid-management and clerical use. Features include height adjustment and inclination with a gas spring mechanism. Company has U.S. representation. **Circle No. 321.**

Casala—Through Krueger International, the Butterfly chair designed by Jochen Hoffman offers seating for hospitality use. Made of beechwood in nine high-gloss lacquers and four wood stains, the design features an asymmetric back. **Circle No. 315.**

seems that many U.S. manufacturers are adopting the European look in lightness of scale in product design."

However, at Art Collection/Dreipunkt, represented by Davis Furniture in the States, managing director Reinhard Janke notes a few differences between the U.S. market and that of Germany. "The impact of designers and architects in the specification process is much stronger in the States than it is in Europe. Here, the A&D community isn't as vocal, but there is a growing acceptance of end-users in Germany." As, Dreipunkt's contract division, Art Collection has grown to 50 percent of the firm's business since 1979 when it represented 20 percent of volume.

For Brayton International, among the first of the U.S. manufacturers to license from abroad, the liasion with Walter Knoll in Germany has been longstanding. Since the early '70s, Brayton has carried several of Walter Knoll's lines, 12 of which are still active sellers.

With 10 of its own European showrooms and exposure through 19 Brayton showrooms in the States, Walter Knoll has increased its commercial furnishings business by 30 percent over 1985—or, double what it was in 1982. Observes Paul Brayton, "What we look for is product with an international standard."

This comment confirms the impressions of expert observers of the international contract scene. Namely, that there is a blurring of the lines which used to separate German from U.S. design, or from that of almost any other country. Notes Karl Dittert of Voko, "There is really no difference between what various countries are producing. Industrial design is an international affair today. This has been the case for a while, in fact, when you consider that

'International design standard' cited

Mies van der Rohe was educated in Germany but taught in the States and greatly influenced designers there."

Exhibits integrate automation

A representative from Shaw Walker attending Orgatechnik commented upon the integration of automation manufacturers and office furniture suppliers in the same halls.

Indeed the majority of Orgatechnik is composed of automated equipment for the office in copying machines, data processing devices, computerized equipment, and the like. The office furniture segment is a small portion of the fair's total 2.2 million square feet (up 60 percent from '84) and 1,800 exhibitors (up 25 percent). Exhibitors represented 29 foreign countries, while 163,000 trade visitors came from 67 countries (14,000 were non-German). Attendance was up 16 percent over the previous fair in '84.

According to show figures, some 38 percent of all visitors attended the fair expressly to see office furniture and furnishings. With a healthy domestic furniture production up nearly 10 percent over '85 by the close of last year, German producers put on a good show, supplemented by significant participation from other countries, including Italy, Switzerland, the United Kingdom, and Scandinavia. Nearly 600 of the posted 1,800 exhibitors at the fair specialized in office furnishings manufacture.

In spite of a shaky export situation owing to the sinking U.S. dollar, Germany's export share in furnishings has remained stable at just over 20 percent of total production.

Shown on these pages are some of the products exhibited at Orgatechnik '86, many of which are available in the States through joint venture with domestic producers, or through direct distribution.



Mauser, through Gunlocke



Girsberger, (in the States)



Presse, through Kinetics



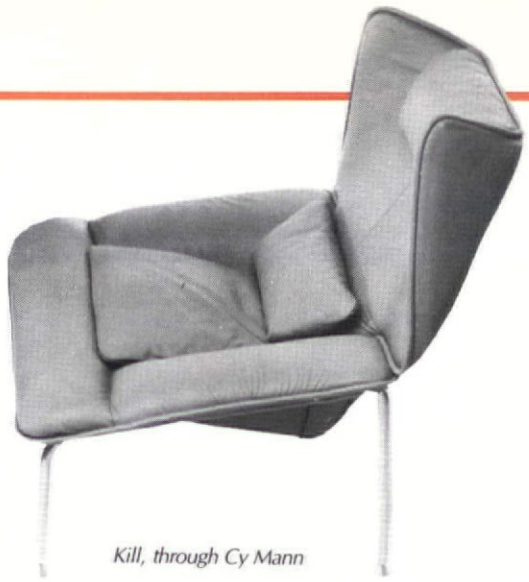
Grahl International, (in the States)

Mauser—Licensed by Gunlocke, Performa seating line offers ergonomic contours with fingertip seat and back adjustment controls. Management, task worker, and executive models are part of the line. **Circle No. 326.**

Girsberger—Trilax offers unusual adjustment mechanism through a triple-joint which enables chair to follow user's movements. **Circle. No. 335.**

Presse—Rectangular shaped back is available in this height-adjustable, tilting chair through Kinetics Business Seating program. **Circle No. 324.**

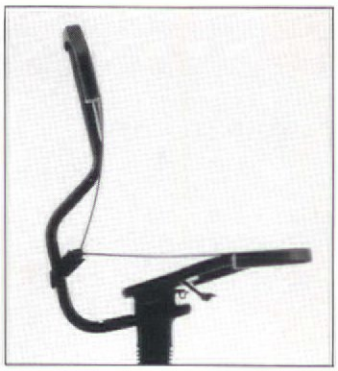
Grahl—A new line of executive chairs, Contura 4911 and 2551 is covered with European leather in gray and dark brown. Series comes with upholstered arms and solid oak base. **Circle No. 331.**



Kill, through Cy Mann



Voko, (in the States)



Lamm



Drabert, through atelier int'l



Klober, through Kimball



Vaghi, through Pace



Alex Linder



Art Collection/Dreipunkt, Davis

Voko—ACM system offers modular, multifunctional, and mobile workcenters. System can be adapted according to tasks and worker needs. It offers sophisticated cable management. Company has offices in Houston. **Circle No. 322.**

Klober—Licensed, by Kimball in the States, Klober introduces a new line of seating called "Connex." Ergonomic support and styling are features.
Circle No. 340.

Vaghi—Available through Pace are the Kiruna Series Executive Chairs, including high-back, low-back, swivel conference chair, and lounge chair.
Circle No. 332.

Kill—Designed by Giovanni Offredi, this new seating offering is distributed exclusively in the States by Cy Mann.
Circle No. 323.

Lamm—Varia is an armchair for offices, designed by Lucci and Orlandini. Steel tubing structure automatically adjusts to inclination of user's back. Available with, or without padding, and with, or without armrests. Fixtures represents some Lamm products. **Circle No. 334.**

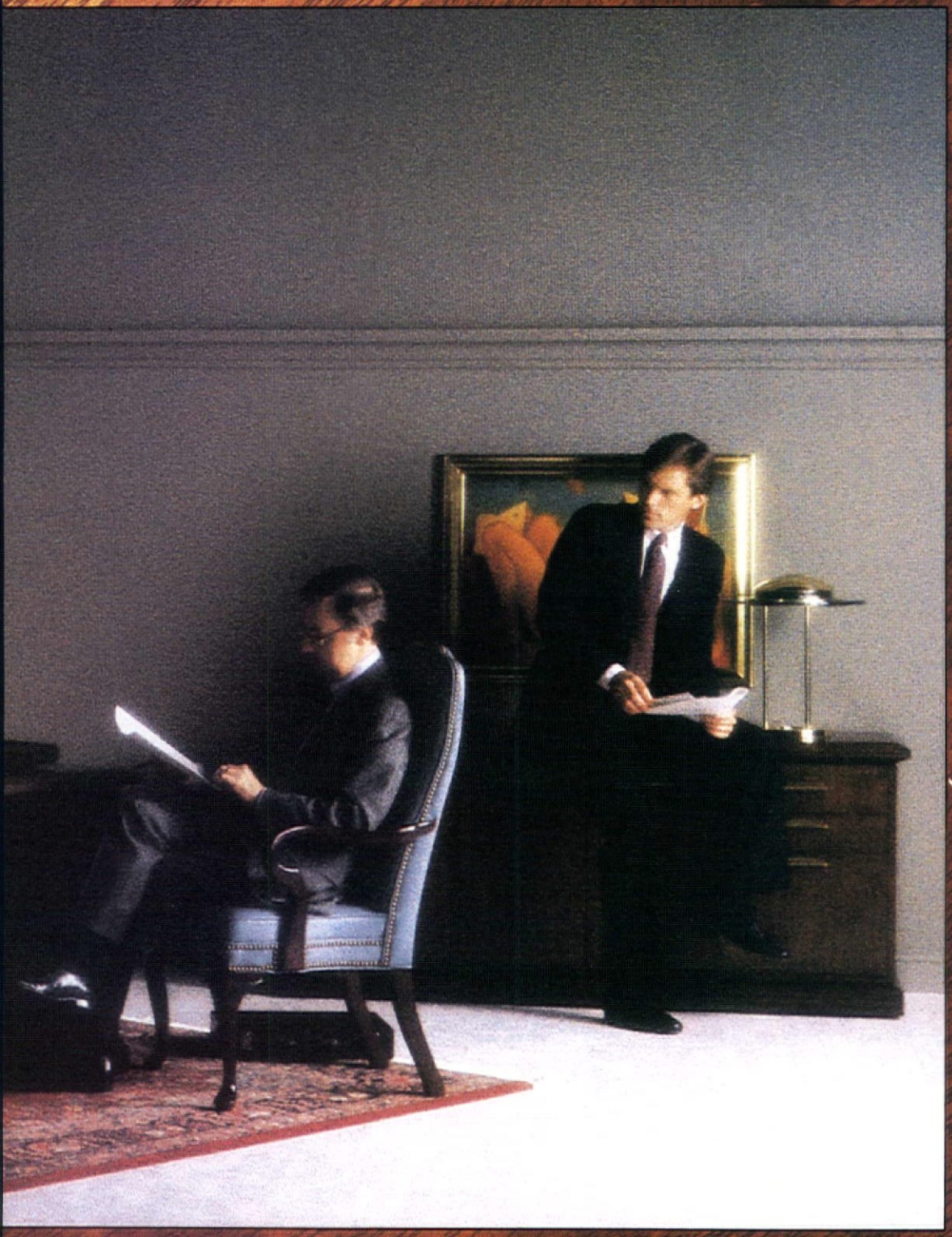
Alex Linder—Full wire management is offered in the AL 2000 range, with wires handled in cross/horizontal and vertical/leg sections. Various configurations can be arranged with the system.
Circle No. 316.

Drabert—Under license by atelier international, Nova stacking chair comes in seven standard shell colors and three frame finish options.
Circle No. 327.

Art Collection/Dreipunkt—Licensed by Davis Furniture, the Gamma Desk Series is composed of configurational top elements which can be assembled into U-shape, L-shape, or conventional straight desk formats. Lines can be used in offices as well as reception and conference spaces.
Circle No. 339.



The Hampton 9500 Collection, designed by O.J. Holohan



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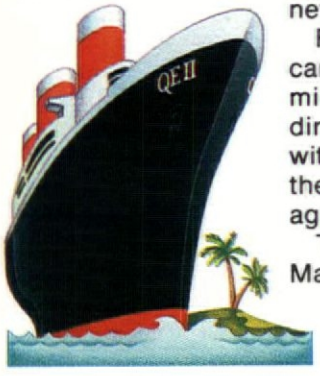


At least, that's what specifiers all over the world seem to think.

Rolls Royce chose Loboflor carpet for their London showrooms. Perhaps because its unique high density flocked pile (50,000 fibers per square inch!) won't mat. Or crush. Or track.

Australia's Sydney Hospital seems to like the easy, cost-efficient maintenance of Loboflor. Spills clean up quickly, completely, so the floor stays looking new. And Loboflor carpet can be wet-vacuumed time after time, so it stays hospital-clean.

Cunard Line's famed luxury liner, the QE2, selected Loboflor to carpet the health club and sauna rooms aboard ship. One reason: Loboflor is waterproof. Won't ever rot. Or mildew. Even if it's flooded, it dries fast to like-new freshness and appearance. And it's never slick, wet or dry.



Fully as important, Loboflor carpet features a fiberglass midlayer that's absolutely dimensionally stable. So, even with QE2's exercise equipment, there's no buckling. No shrinkage. No rippling.

The Royal Polo Club in Malaysia wanted the superb comfort of Loboflor, the result of its thick PVC backing, cushiony fiberglass midlayer, and super-dense nylon pile. (They're also pleased that their vintage Burgundies won't stain Loboflor at all.)

But the good Irish Sisters at the Dominican Convent in Dublin haven't really said why they wanted Loboflor. (We suspect it has to do with the heavenly peace and quiet of Loboflor sound absorbency.)

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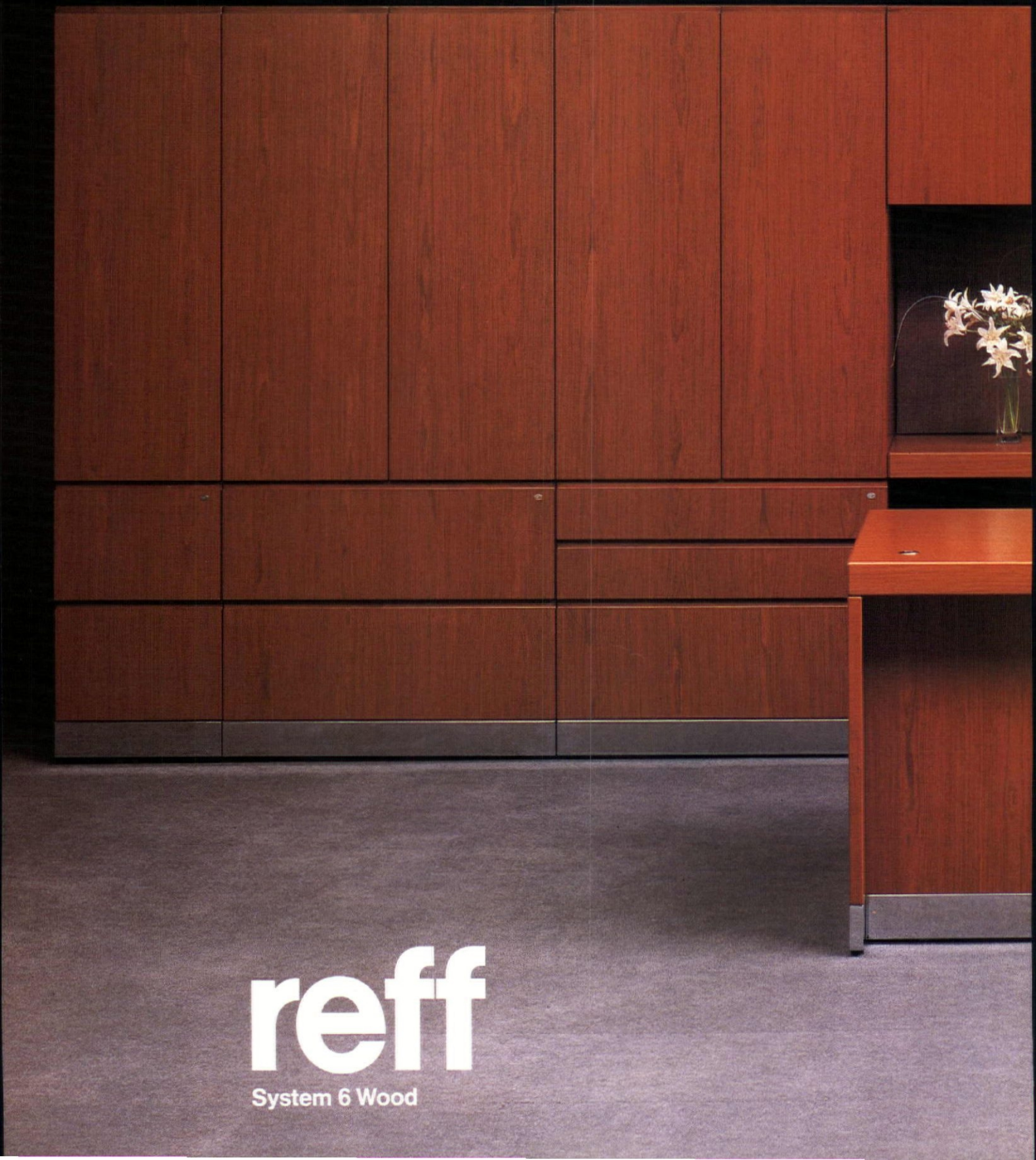
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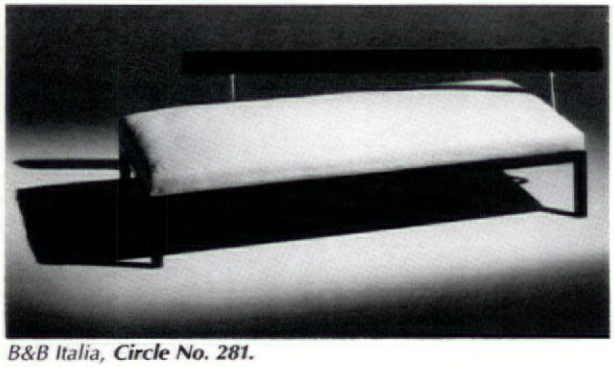
Bieffeplast, **Circle No. 279.**



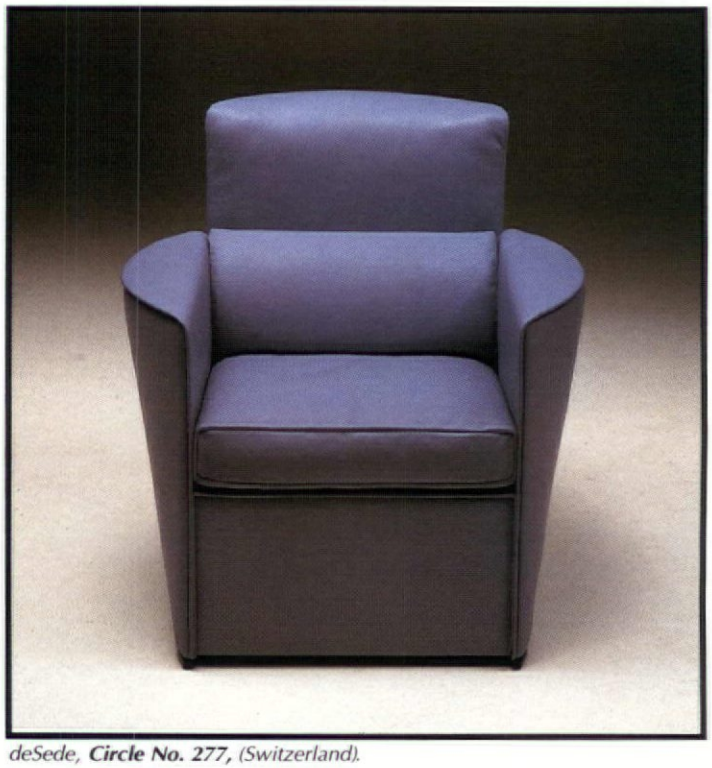
Kill, **Circle No. 283,** (Germany).

Stildomus, **Circle No. 265.**





B&B Italia, **Circle No. 281.**



deSede, **Circle No. 277,** (Switzerland).



Franz Wittmann, **Circle No. 278,** (Germany).

Showgoers find less innovation, more in product refinement

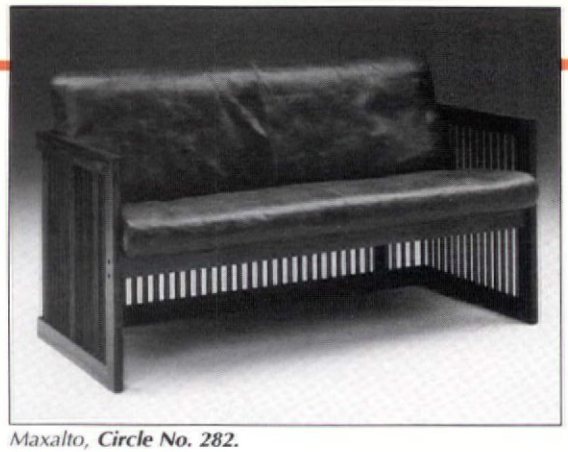
By **TOBY RODES**

Toby Rodes is a frequent contributor to CONTRACT, covering the domestic and foreign contract design market.

If one were to walk past every exhibit at the Salone del Mobile, the combined Milan furniture and lighting show held last September, the distance travelled would equal 30 miles! This does not include the more than 20 showrooms which should be visited in the downtown area, if only there were time.

Apart from size, confirming the importance of this fair are its 2,372 exhibitors and 118,017 visitors, of which 41,728 came from countries other than Italy.

The Milan Fair is both a national trade show and the main stage for Italian furniture and lighting fixture exporters who rely on export for their livelihood. This is



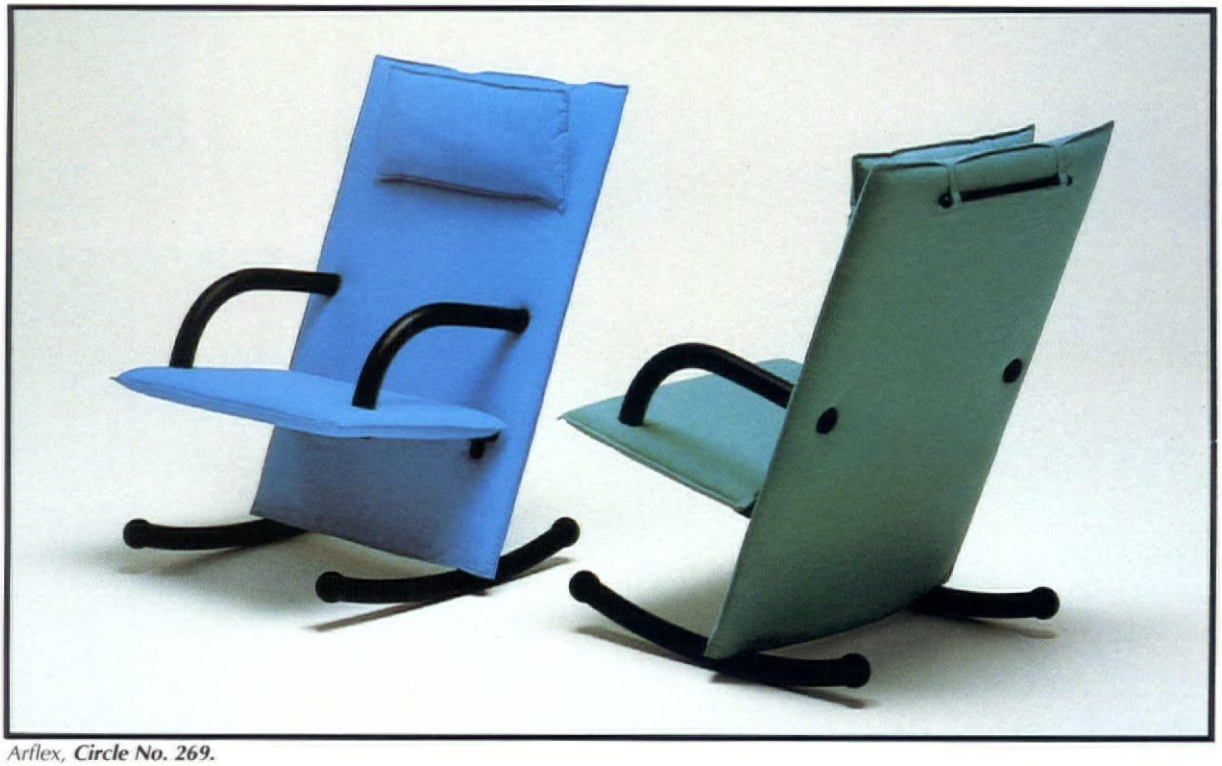
Maxalto, **Circle No. 282.**



Casala, **Circle No. 286,** (Germany).



Stuhl, **Circle No. 285,** (Germany).



Arflex, **Circle No. 269.**

due to the poor state of the domestic furniture industry in Italy—its national market is shrinking. Consumers are preferring to spend their money in other areas, thus deferring furniture purchases. Were it not for manufacturers' export, many middle-size and larger suppliers would already be bankrupt.

During 1985, Italy exported furniture worth some $2.9 billion (at the current rate of exchange), of which roughly 14.5 percent was sold to the United States. Although exports to the States continued to grow until recently, the drastic drop of the dollar in terms of the Common Market currencies has begun to slow down furniture exports, especially in the lower-price categories. This negative economic situation dampens the Italian industry's willingness and ability to experiment with "revolutionary designs" and to overawe the world with new prototypes. In short, it is affecting the design leadership edge traditionally enjoyed by Italy.

Less innovation seen

Contributing to this state of affairs may be the fact that many of the famous Italian designers are becoming "burned out." They repeat themselves more or less, but since they are still on the scene and enjoy great repute, they prevent younger talent



Gebruder Thonet, **Circle No. 284,** (Germany).



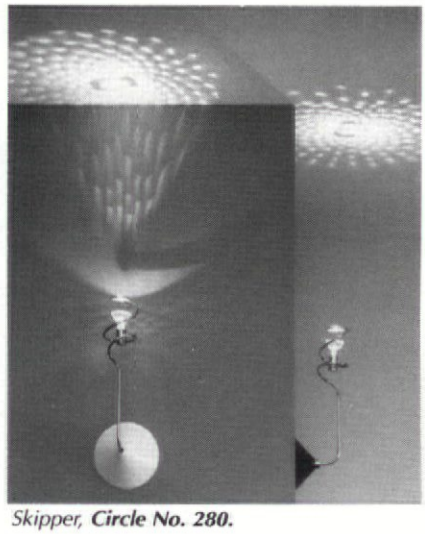
Brunati, **Circle No. 272.**



Matteo Grassi, **Circle No. 270.**

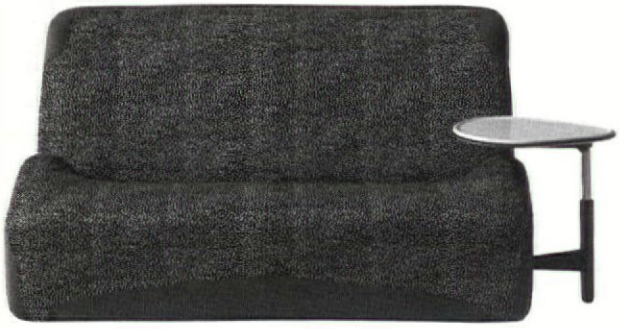


Sidi, **Circle No. 263,** (Spain).



Skipper, **Circle No. 280.**

Economy fosters conservative approaches



Cassina, **Circle No. 288.**

from getting to the fore.

In effect, the spectacular was missing from this year's show in Milan. Among manufacturers, dealers, designers, and visitors at the show, many agreed that it gave way to technical and visual refinement, rather than innovation in product.

Such refinements included high-gloss lacquer (much in evidence); use of gray, black, and white as dominant colors; and softened treatments for the recent classics.

The attempt was clearly made to change the currently fashionable stark gray and galvanized steel look popularized by Philippe Starck into something



Casas, **Circle No. 289.**



Poltrona Frau, **Circle No. 268.**

Joint, **Circle No. 264.**



Vuokko Oy, **Circle No. 271** (Finland).



Techno, **Circle No. 266.**

more graceful and colorful. This was accomplished by mixing a little bit of Starck with a small portion of Bauhaus to form a pleasing, quietly colored product.

Contemporary design is gaining ground everywhere in Italy. The typical heavy traditional furniture is to be found less and less. Nowadays, many small producers offer contemporary furniture of good quality, incorporating astute technical solutions. Quite a few French dealers seem to have discovered new supply sources among these artisans.

Multi-functional features are important, evidenced by convertible sofas and lounge chairs, as well as height-adjustable tables and office chairs. A very wide choice of materials, finishes, and detachable covers for the same model are being offered to satisfy more knowledgeable specifiers.

Euroluce, the lighting show in which Koch & Lowy and Zelco participated as sole U.S. representatives, made it clear that the retrospective furniture craze has had its effect on lighting as well. Lamps designed by Joseph Hoffmann, Otto Wagner, and Adolf Loos were to be seen as were reproductions of antique Venetian chandeliers.

Shown on these pages are a sampling of the products seen at the Milan Fair. □

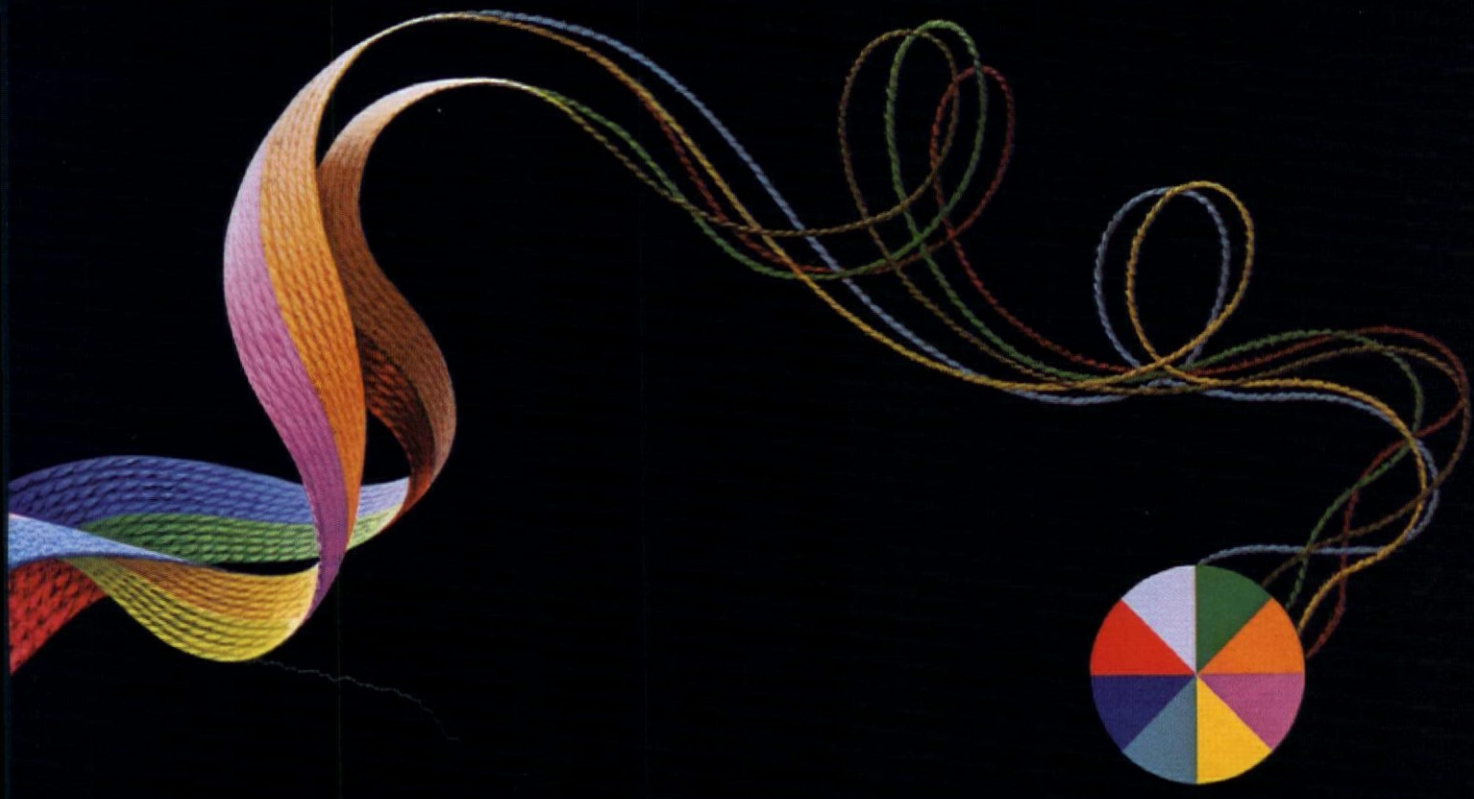


Saporiti Italia, **Circle No. 274.**



The fiber of St. Francis (SKHHP prescribed anti-microbial Zeftron 500® ZX nylon). Healthy fiber for St. Francis Hospital? Smith, Korach, Hayet, Haynie Partnership came up with the solution. Anti-microbial Zeftron 500 ZX nylon carpet tiles

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BASF Corporation
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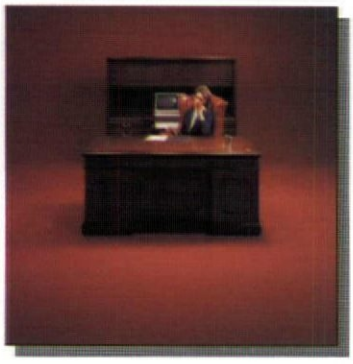
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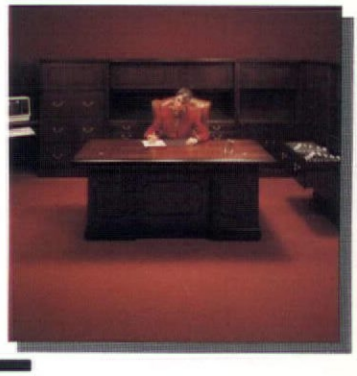


computer keyboard drawers, filing that includes legal, letter, EDP and data, are just some of the features that make any Westfield office a nucleus of productivity. And Westfield is 100% adaptable to the electronic office!

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Photography by Peter Paige, Peter Paige Associates.

Neutral envelope contains colors in Krueger's N.Y. space

Krueger Inc., a domestic and international furniture manufacturer, celebrated the opening of a new showroom in the Architects & Designers Building during Designer's Saturday in New York last October.

Open office space, private office, conference room, and showroom area fill 8,000 sq.ft. designed by Eric Bartelt, Bartelt Design, Milwaukee, Wis. An impressive entrance supports a corporate furnishings image and affords spaciousness between the transportable, faux-finished columns. Non-attached columns rest on a bleached ash wood



floor which leads to the showroom, where a subtle distinction is made between Krueger International's Castelli, Artifort, and Casala collections, and the main contract selections.

"Creating a neutral envelope for the display of colorful products was important; that's why shades of gray were widely used for interior design, with the exception of blue neon in the conference room," explains Bartelt.

Two small showcase areas were provided for new product introductions and special product highlights with lattice work surroundings. The designer made a bright statement with application of a blue neon sculpture in the conference room, where clients can confer with sales representatives and complete details of a purchase or use audio-visual equipment. An additional multi-purpose room can be quickly set up in the rear of the showroom.

Drawings and engineering needs for the showroom were provided by the architectural firm Kahler Slater Torphy Engberg, of Milwaukee, Wis. The entire showroom space allows for ultimate flexibility to change display arrangements as frequently as desired.



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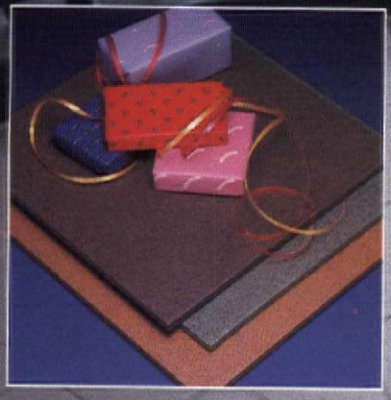
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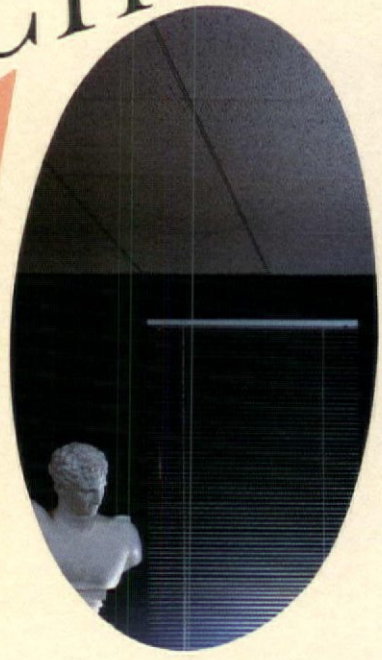
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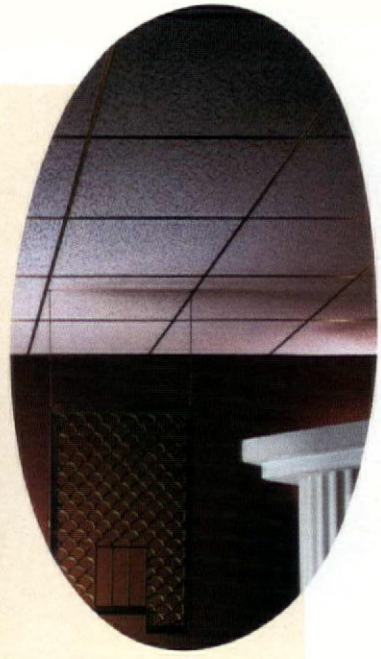
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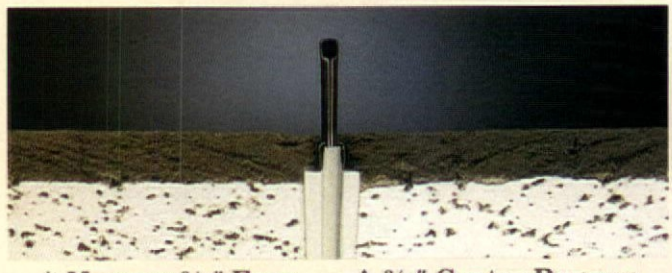
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Barrister seating collection is ideal for traditional offices

A new seating collection, Barrister, has been introduced by Lehigh-Leopold. It is ideally suited for any traditional office. Part of the Lehigh Express quick-ship program, Barrister is available in garnet, mushroom, navy blue, or mahogany textiles that coordinate with medium walnut arms and bases. Brass rivets further enhance the classic design lines of the seating.

The seating line consists of an executive swivel chair No. 181133, secretarial/steno chair No. 181303, side chair No. 181533, and captain's chair No. 181433, all available in W28 medium walnut wood finish. **Circle No. 261.**



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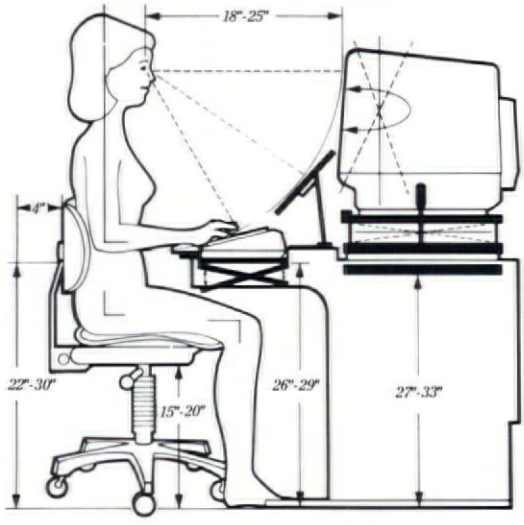
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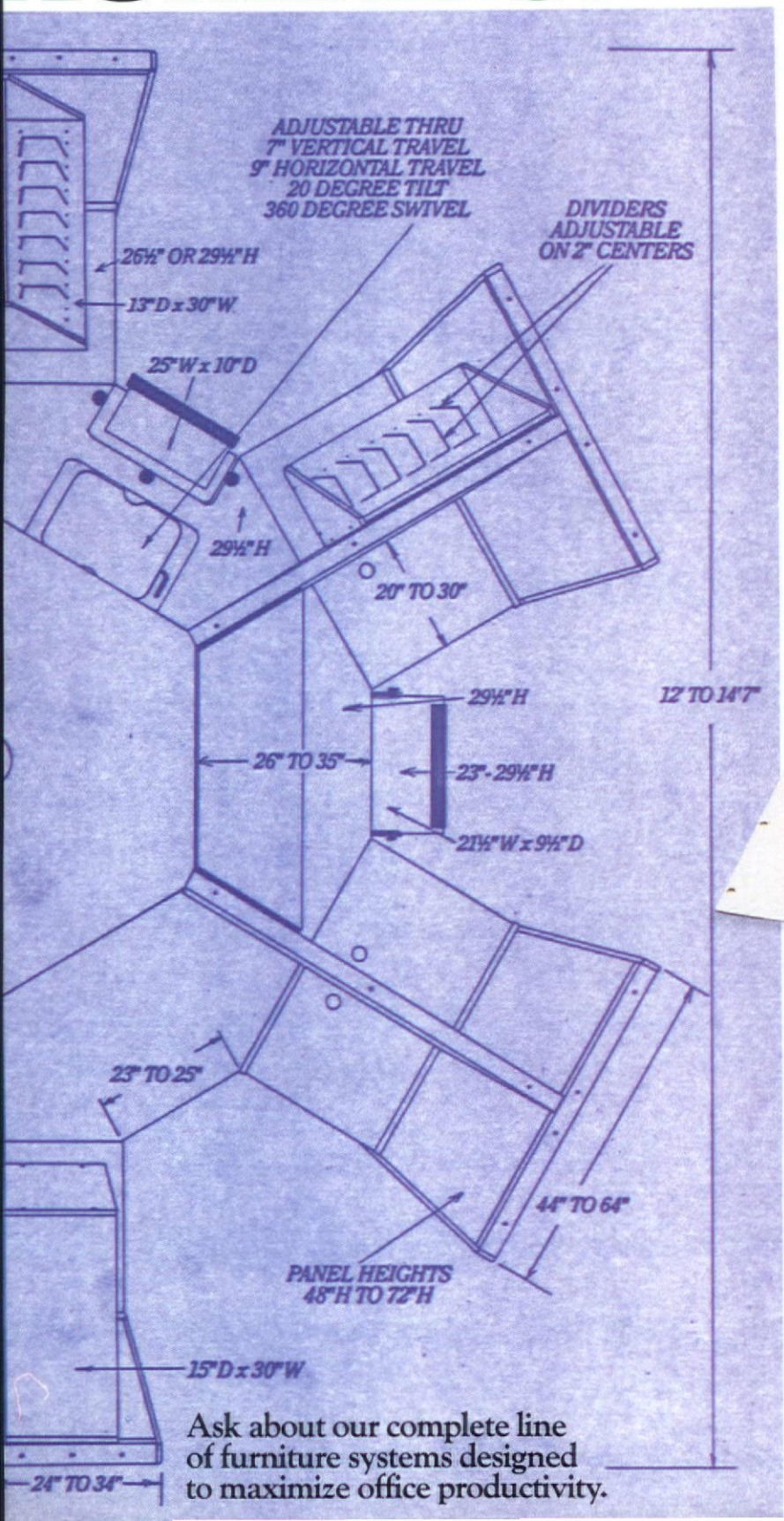
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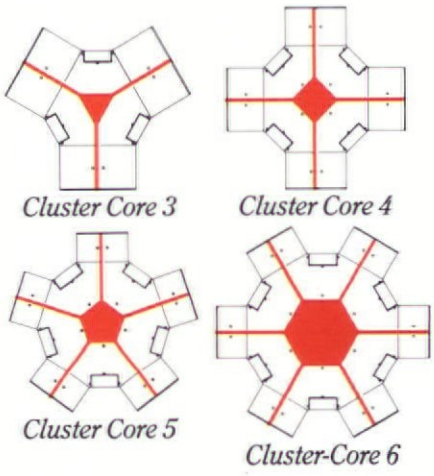
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Broadloom carpet unifies offices

Three different executive offices, with as many different decors and area rugs, were all unified through the use of broadloom in a recently designed Atlanta, Ga., bank. Designed by Joanna Dayvault Jones, ISID-ASID, the offices utilize Patcraft Sachet classic velvet plush in a gold color to tie the disparate elements together.

A high-end residential carpet, Sachet is crafted of Antron nylon and is one of the most labor intensive carpets in the Patcraft line due to the number of times it is sheared to achieve a perfect finish. It is designed to hold up well in an executive setting. **Circle No. 253.**



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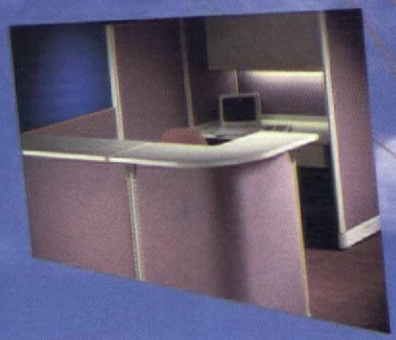
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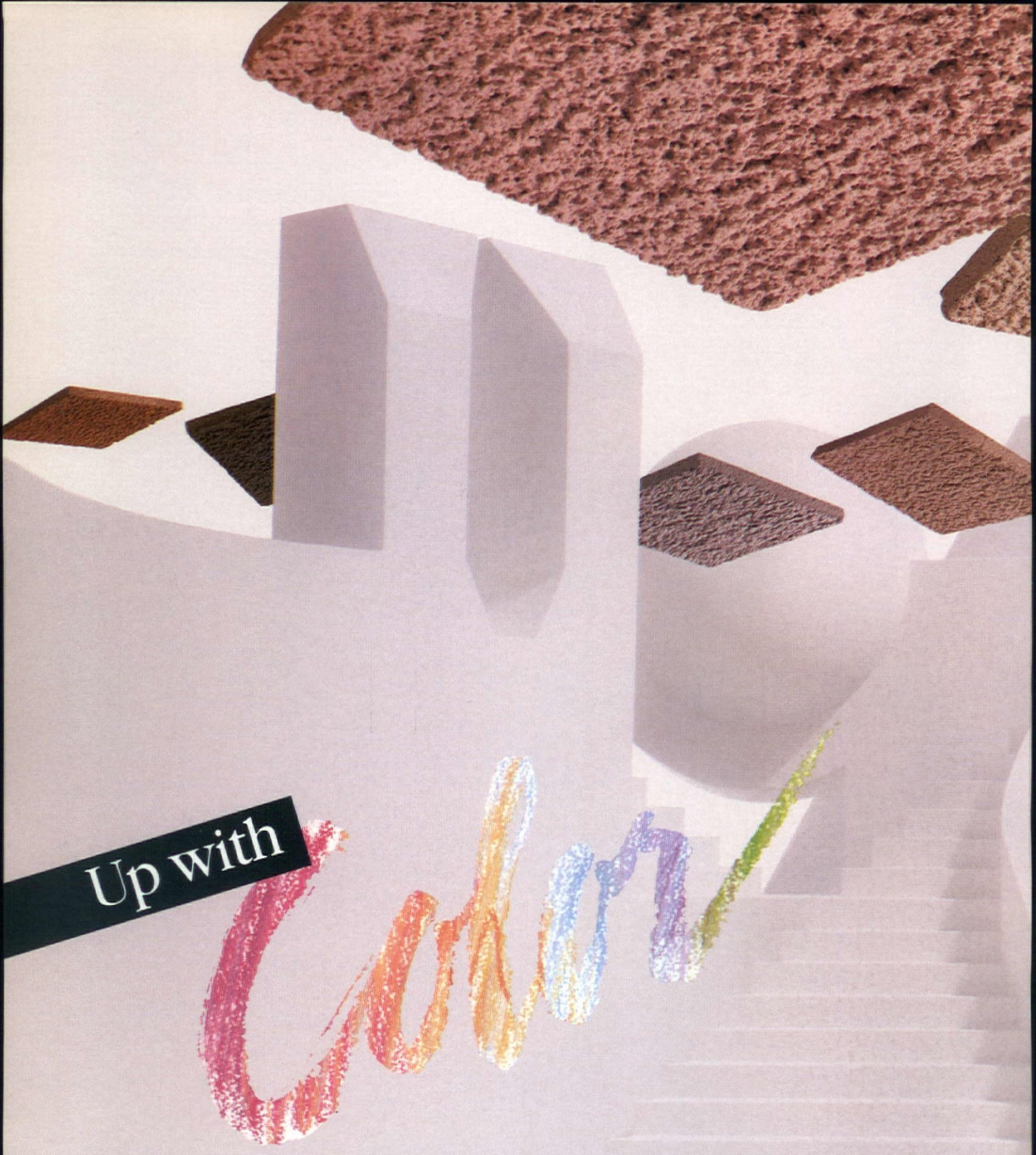




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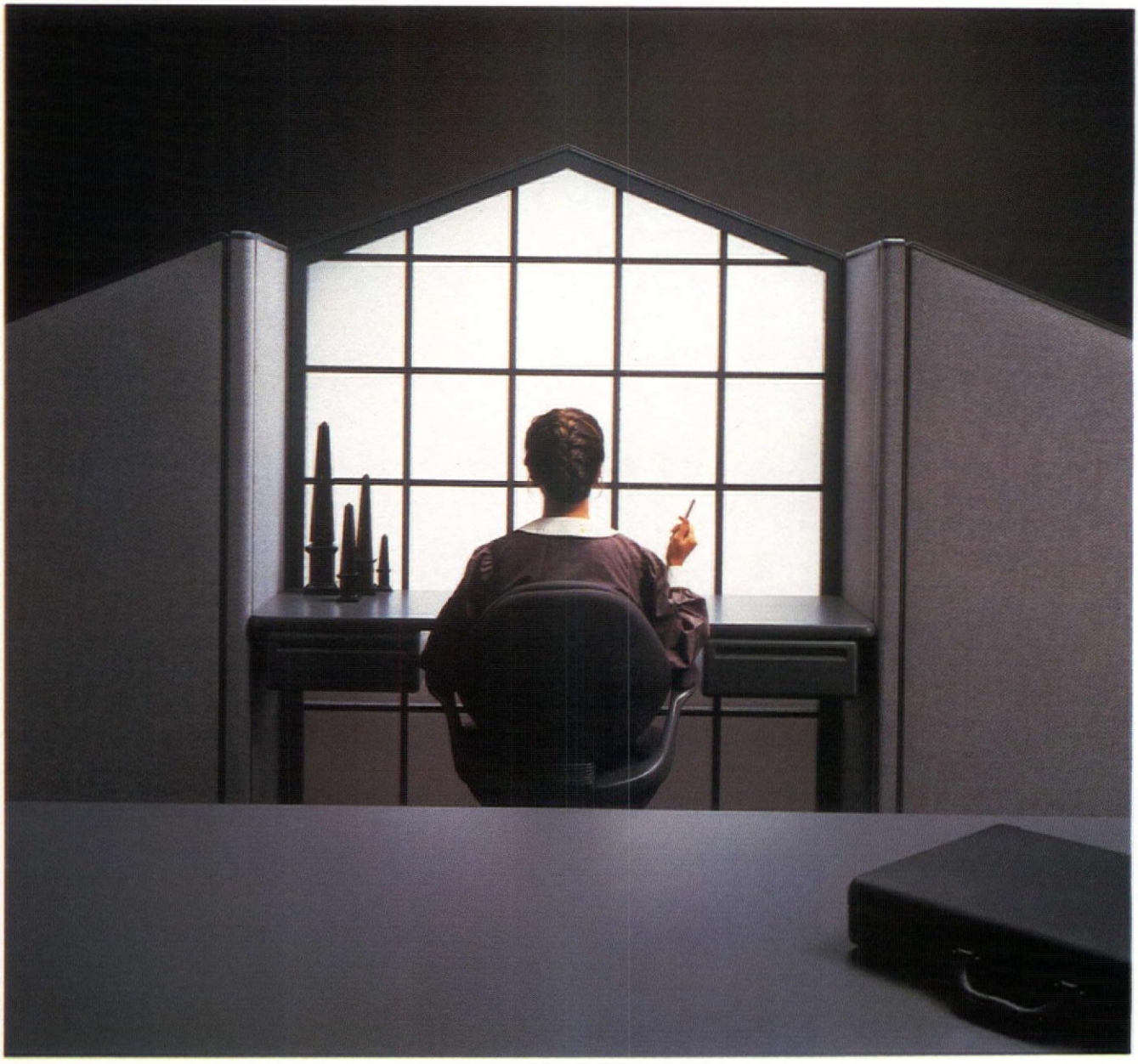
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Architectural Elements brightens open plan

Architectural Elements is a systems furniture application from Haworth Inc., which expands the design possibilities of open offices by permitting creation of interior architecture within the open office environment. Geometric glazed and fabric-covered panels, fanlights, single and French doors brighten a workstation through use of visual perspectives.

Diverse shapes and surface treatments turn corporate spaces into cityscapes of small neighborhoods with varied-shape panels. A designer can create landmarks using gabled and oblique panels to serve as a transition between two other panels of different heights.

Glazed panels offer three styles of muntins which define the glazing into a variety of window pane effects. An extensive collection of textiles offers patterns and colors that can be used to achieve interiors with richness and warmth.

All panels are available with the TriCircuit ERA-1 electrical system or with the Power Base, Haworth's eight-wire electrical system that provides multiple dedicated circuits. **Circle No. 252.**

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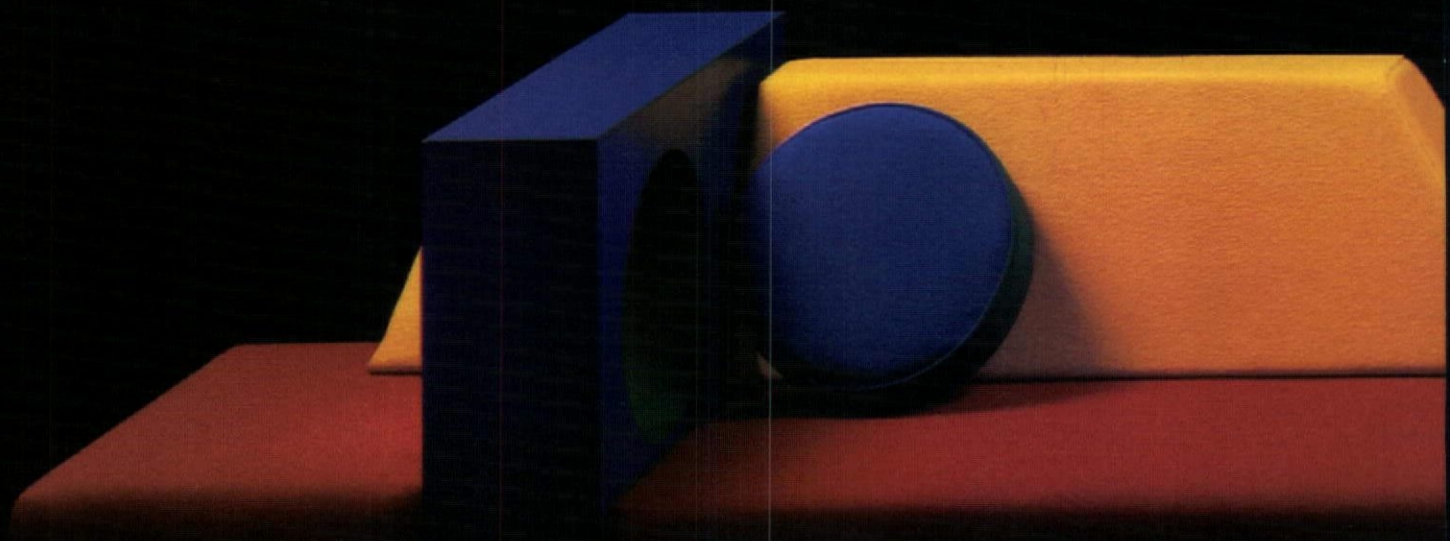
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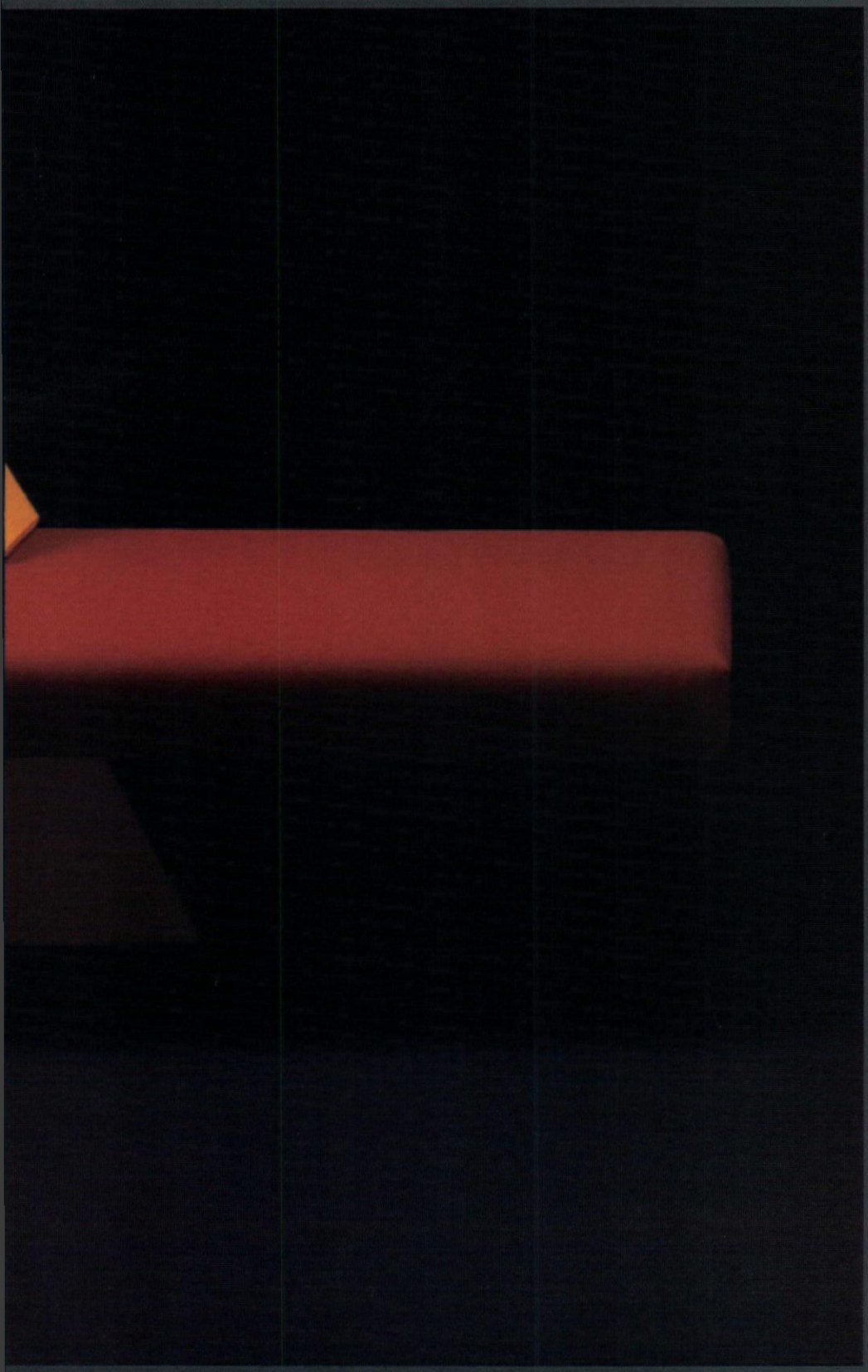
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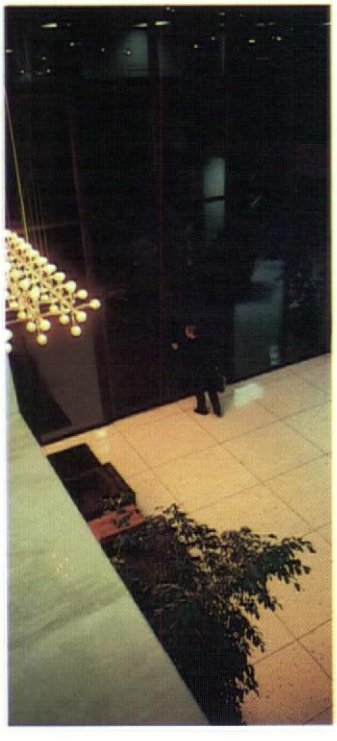
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The changing nature of space.

"...the new technologies require new strategies and organizational structures, which in turn require a great deal of room for creative movement."

William Ouchi, *Theory Z*



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New line for technical environments comes to U.S.

Voko U.S. announces the availability of Activity Center Modules (ACM) in the States, offering connectable but free-standing systems of work tables, storage, and privacy panels.

ACM, which minimizes use of panels and creates a flow-through work environment that enhances worker communication, is suited to technology-intensive operations in data and word-processing work environments. Partial-height visual/acoustical screens provide privacy that moves with the height of the worksurface.

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For storage, attached and mobile pedestals are available for both desk-height and under-desk requirements. The line also features full-height storage cabinets, and the Voko "Super Drawer"—an exclusive storage module that combines vertical, lateral, and shelf filing into a single unit that can serve as a space divider between activity modules.

Voko U.S. is the American distribution and service arm of the 75-year-old Franz Vogt & Company, known as Voko—West Germany's largest office furniture manufacturer. The company is represented in the U.S. through a showroom in Houston where it has offices. **Circle No. 365.**

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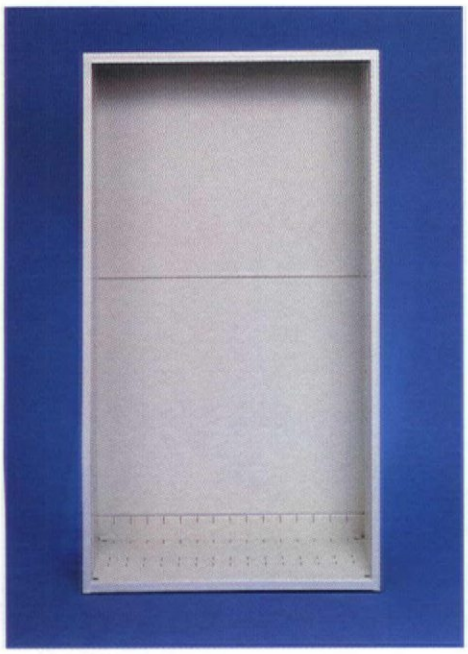
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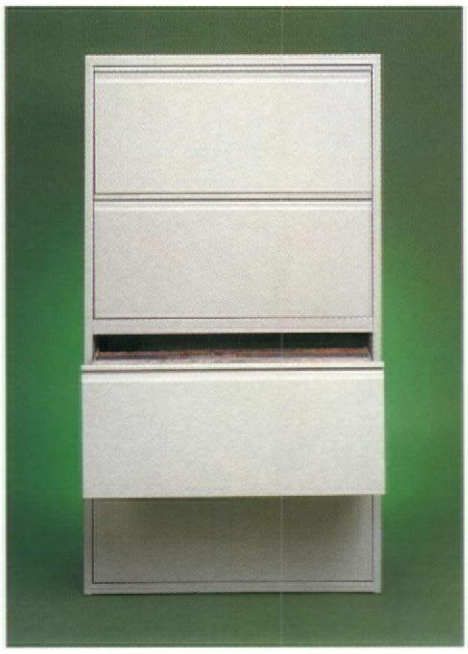


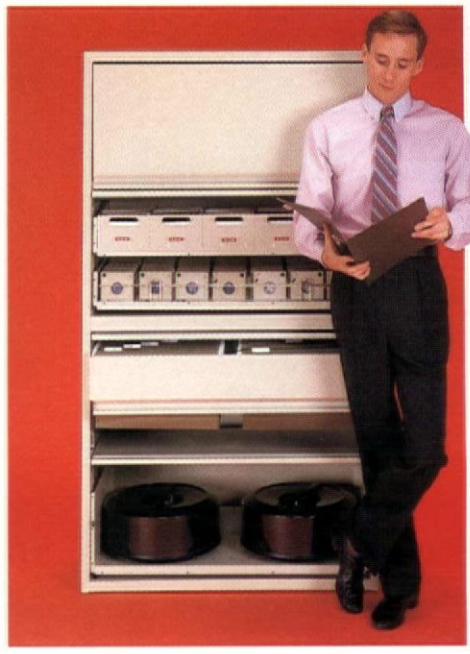
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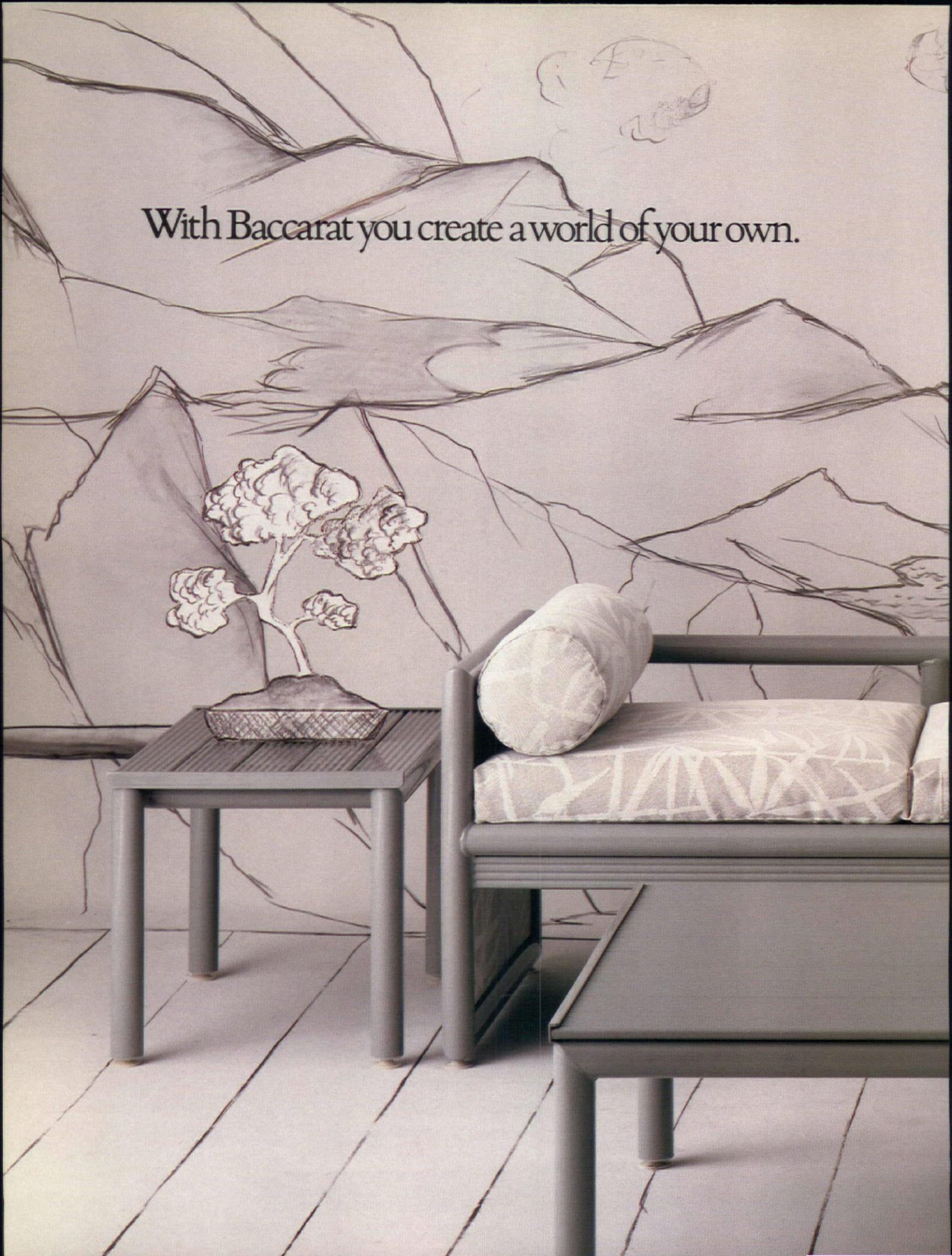
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Computer furniture complements desk series, wall system

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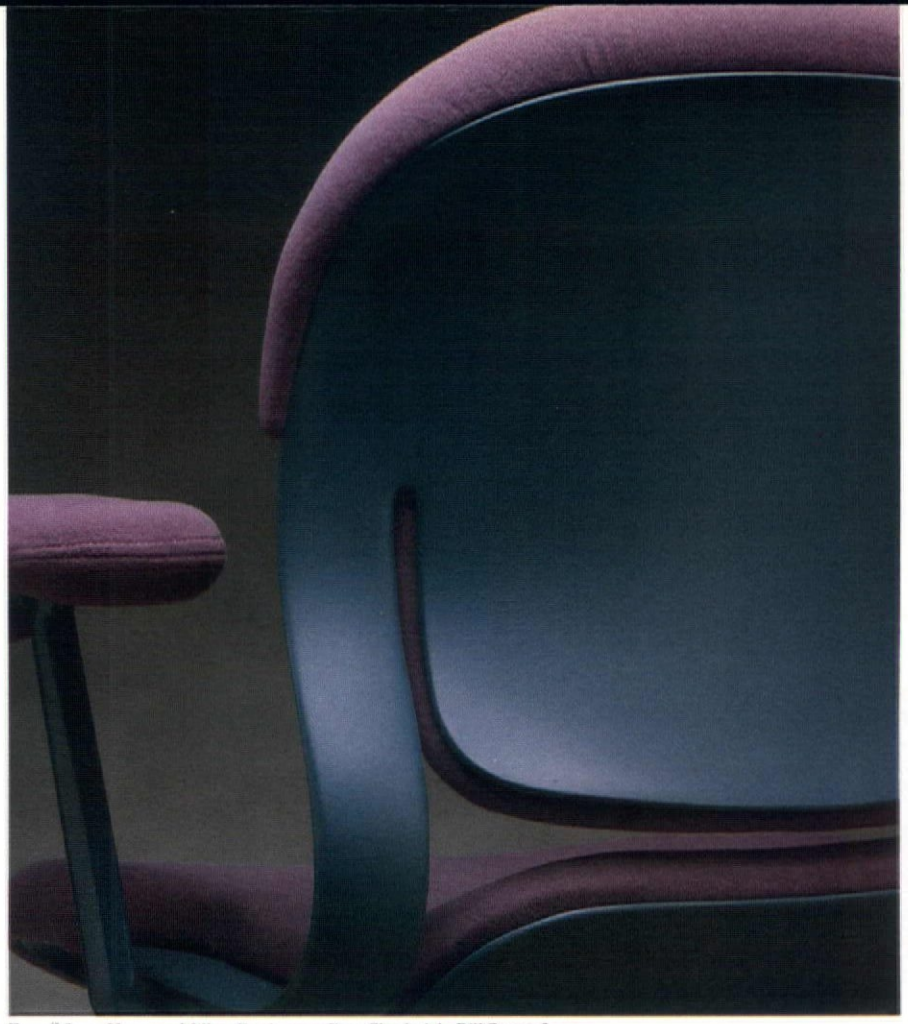
Highlights of Ergo-8 include wire management channel, power access at work surface, and radius edge for more comfort. Other features are a printing table, keyboard drawer, lamp holder, articulating keyboard arm, and recessed keyboard support.

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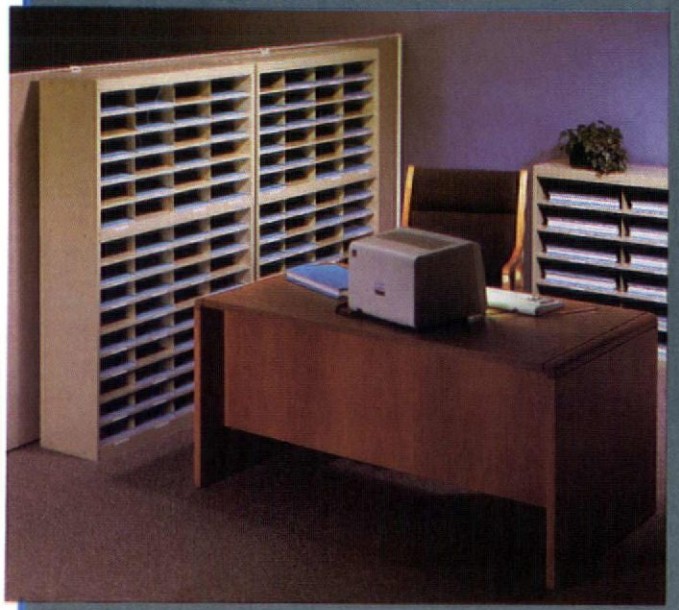
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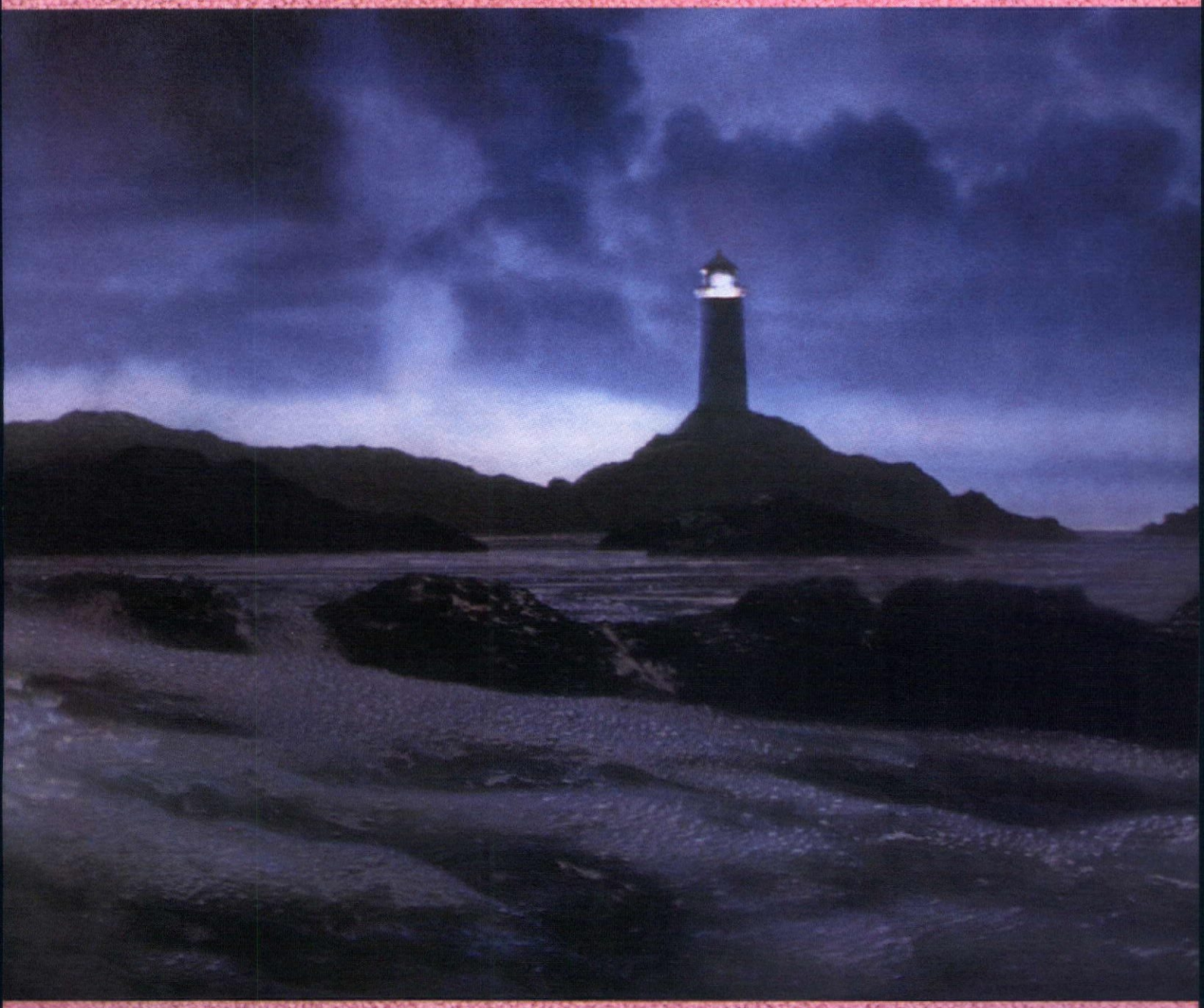
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Jack Larsen: Over 30 Years In Contract Design

By **ROBERTA WALTON**
Executive Editor

This month, CONTRACT is pleased to present the first in a series of columns featuring leading product designers in the contract industry. We welcome reader responses and suggestions for future coverage. — The Editors





Shown above are two designs produced by Jack Lenor Larsen, Ravenna cotton jacquard damask and the Leleu leather chair.

The new studios and offices of Larsen Incorporated, designed by Gensler & Associates, will more than triple the firm's previous space upon occupancy early this year. In continuing evidence of growth, Larsen will double the size of its line over the next 18 months, expanding with introductions for seating in wood, metal, and upholstery, as well as additional tables.

Bringing Larsen's total of exclusive showrooms to 13 in the States, a new showroom at the IDCNY, New York, made its debut during Designer's Saturday and two more are being built in Atlanta and Dania, Fla. Meanwhile, Chicago is doubling its showroom size.

A healthy increase in sales force—now totalling 150 reps nationwide—has given the company a foothold on a three-year projected sales increase of 50 percent.

Today's expansion and promising forecasts for this 36-year-old company will not surprise industry veterans who remember Larsen for its hallmark designs and innovations through four decades, achievements which have given the firm leadership standing in a field with many imitators.

Indeed, transcending time through timeless design has become an art for this company, as it has for its founder. A nurturer of craft in all its forms, Larsen (the man) draws inspiration from a crosscurrent that mingles tribal traditions, landscape art, pre-war design, primitive as well as classical culture, and architecture.

A scholar as well as an entrepreneur, Larsen has six books to his credit, the latest titled, *Interlacing: The Elemental Fabric,* to be published this month. Trained in architecture with a Master of Fine Arts degree from Cranbrook Academy of Art, Mich., Larsen has had several affiliations with prestigious institutions, worldwide museums, architectural leagues, design associations, universities, and crafts councils.

Never operating solely in the present, Larsen makes his business travels, firm management, curatorship, prolific book-writing, and lecturing all opportunities to express his belief in a design continuum.

Applying modern production techniques that give designers the ability to experiment with a rich legacy of craft and recreate traditional arts with new breadth and richness, Larsen believes that there is always new discovery to be found in the past.

He takes great pleasure in the firm's commissions that relate the work of various design periods. Larsen cites his current project for Hardy Holzman Pfeiffer, the design firm currently renovating 17 major spaces atop the RCA building, New York City. "To reinvent this interior's image of 50 years ago, when there weren't the resources in product and design that we have today, is a wonderful opportunity. My studio is excited about working in the scale of these spaces and about creating designs that could never be done for the line...these are all custom works," notes Larsen. Scheduled for completion this summer, the project will be using carpet, furniture, and fabric from the Larsen Studio.

The Studio comprises a total of seven designers and four support staff. Originally it operated independently as a separate corporation, but it is now a subsidiary of Larsen Incorporated. Responsibility for furniture design has now been brought into the Studio, where development of new designs for fabrics, leather, and carpet—the firm's other major product divisions—is handled.

Long professional career

As Jack Larsen's career spans over 30 years in the contract design field, his reflections upon industry change reveal a not-surprising respect for the masters of the profession, among them Florence Knoll. Notes Larsen, "She spearheaded the way architects and designers work with clients."

In a decade-by-decade appraisal, Larsen makes observations about the rapid pace of change in the contract field. "In the early '50s, there were only 20

important specifiers in the entire country. These people worked with 'shoppers' who came to the showrooms for specific purchases...a departure from our current way of doing business where design houses send sales staffs out to A & D firms.

"In addition, in the early days of the industry, New York and San Francisco led in the design field. Now, the country is nationalized, with new growth from seoond-tier markets.

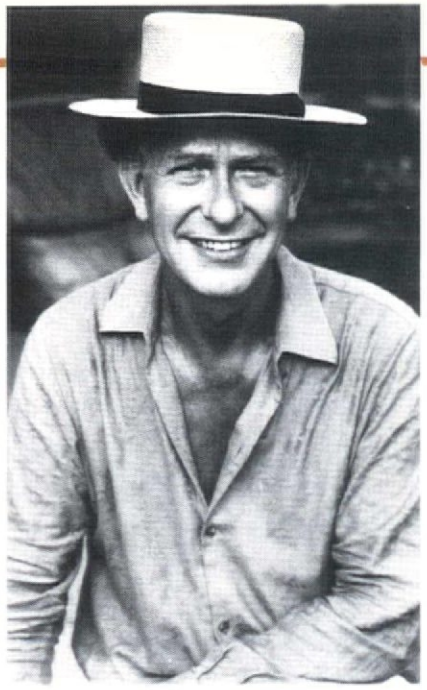
"By the late '50s, we had come so far, so fast, we felt the Modern Movement had captured the corporate establishment. Designers who had gone through hard times, from very little work to huge projects, suddenly had their heads turned."

Larsen notes that the avant garde was absorbed into the corporate structure in the second half of the '50s when America dominated world economics and architecture. The heady evolution in domestic building construction caused a neglect of product design, with the result that international styles of the pre-war period found their niche in the market for the first time.

"Later, the youth revolution of the '60s lent a freedom and playfulness to design. A whole awareness of people and attitude, of what was lively, became more interesting than what was 'correct'," Larsen says. A new corporate esthetic developed, evidenced by the Chase Manhattan headquarters project of the mid-'60s wnich gave attention to corporate art, quality, and "people spaces."

Larsen's firm came to produce fabrics—hand-woven upholsteries and silks—in a modern idiom which had somehow become established and was no longer revolutionary.

"We are now in a reactionary mode. Here in New York, the offices of AT&T are a signal, as is the Equitable tower with its 18th century interior, richness, tablatures, and wainscotting," Larsen continues. "Eclecticism is now at its strongest point. It is being practiced by designers who haven't had experience other than in the contemporary style." Larsen cites Kohn Pedersen Fox, designers of Equitable, as being one of today's innovators in corporate interiors.



"I like best doing what I don't know how to do yet."
Jack Larsen

In hospitality, the firm's fastest-growing market, Larsen commends the work of firms bringing alive the grandeur of the past through ambitious restoration. Out of respect for the preserver's art, he comments that while early 20th century designers, among them Walter Gropius, could spend five years developing a design, today's architects and designers must present their ideas in five weeks!

Larsen's Masterworks™ 20th Century collection, an ongoing collaboration with the Metropolitan Museum of Art, springs from the first decades of this century, including the Bauhaus School which Gropius founded in 1919. The Bauhaus philosophy of combining art and industry can be considered a cornerstone of the Larsen firm as well.

Exploring new forms of eclecticism

Says Larsen, "I have always wanted to imbue what is on the market, and what technical innovations exist, with craft quality so the user can better relate to the product.

"I hope to carry on in the tradition of the design revolution which existed at the start of the century. It was at once democratic and industrial, but was nipped in the bud by the war and the Depression. This is where my devotion lies."

Proof of his commitment to this esthetic are these Larsen "firsts": mechanically produced hand-wovens, printed velvets, and stretch upholstery, among a variety of other innovative introductions exhibiting technical foresight.

A designer who "likes best doing what he doesn't know how to do yet," Larsen is forever investigating and inquiring into new methods of production, as well as studying the traditions of primitive arts. He credits Peruvian weavers, whom he has visited regularly, as being his craft mentors. "For the people who are trying to compete with me, their role model isn't as good as mine!" he quips.

Larsen recently donated a collection of Peruvian textiles to the University of Washington and curated a show on this art form for the Edward Merrin Gallery, New York.

Evidencing Larsen's taste for an eclectic blend of old and new in an ever-widening menu, the firm's Studio walls recently displayed antique needlework samples alongside aerial photographs taken of landscapes—a curious juxtaposition. The photos, which were taken from planes, will be a source of new patterning for the studio's designers.

Discussing the firm's design philosophy, Larsen says, "Our policy is to be relatively safe in color, pattern, and price, which permits us to 'subsidize' our more experimental work. If we err on the side of security, we can try some new and radical departures."

A firm believer in being in touch with the marketplace—his own and others around the world—Larsen makes periodic trips to his over-300 production facilities which include dye houses, printers, and weavers. Often, dyeing and printing of Larsen fabrics take place in a separate location from weaving. He started working abroad in the early '50s, seeking out hand-spun yarns in such far-flung places as Haiti, West Africa, China, Bali, Bhutan, Laos, and Peru, while developing his lay interest in anthropology. Travel for him is an escape from voluntary ghettos—especially "cultural and intellectual ones."

Larsen's forecast for the future of product design: "We are getting ever better craftmanship on on the better end of the market—there's a great new sophistication in corporate interiors.

"The 19th and 20th centuries both began with a classic and intellectual focus; perhaps the 20th will end similarly to the late 1800s, with concerns for romanticism, rich eclecticism, sophisticated surfaces, coloring, and weaves. New designers shall be aware of both the past and of the marketplace," Larsen concludes.

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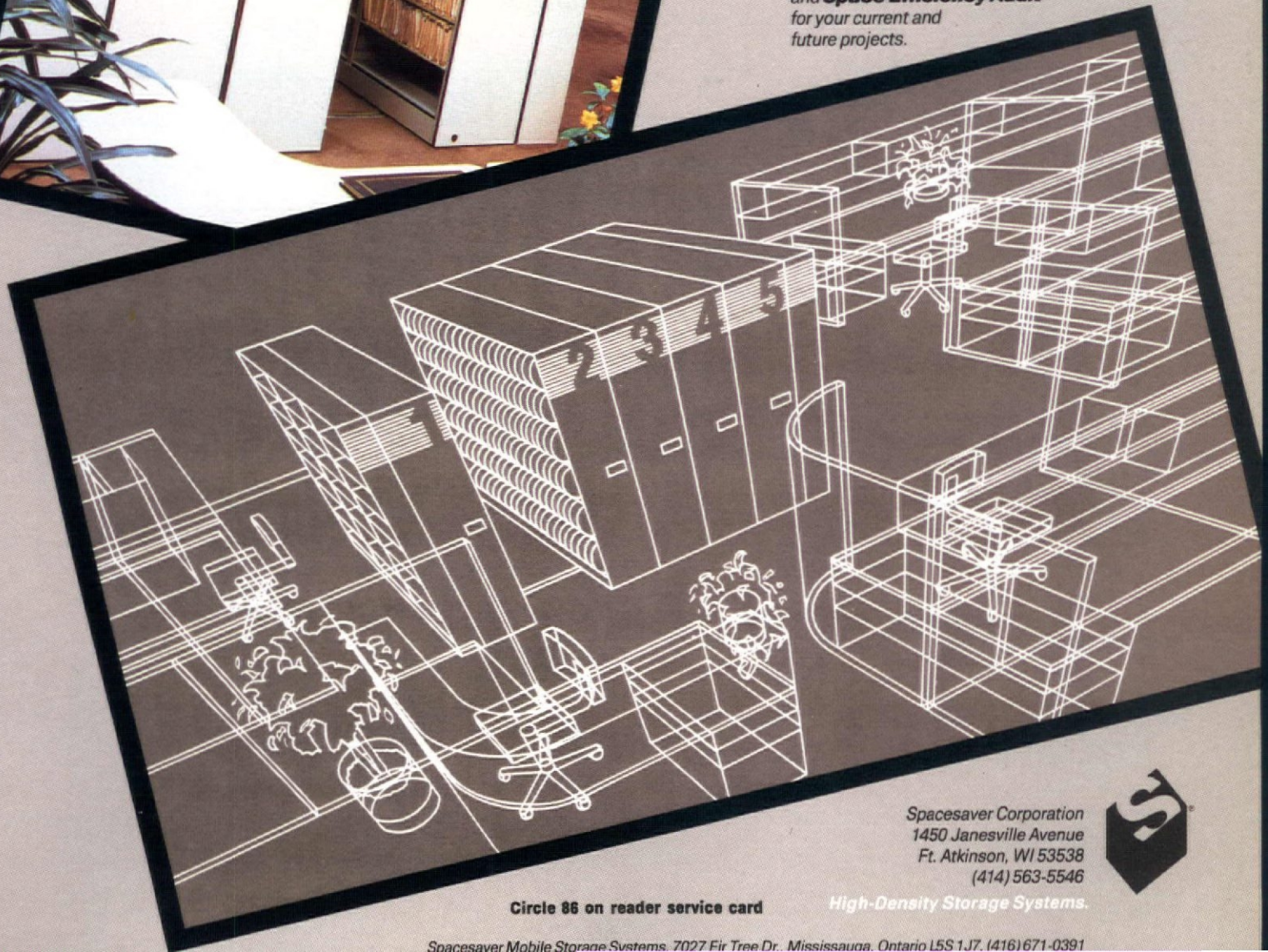
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*Costs were calculated using a typically equipped office, actual new furniture prices, and AEC's published prices for metal furniture refinishing and new woodgrained cap tops. Substantial discounts are available, depending on size and scope of project.

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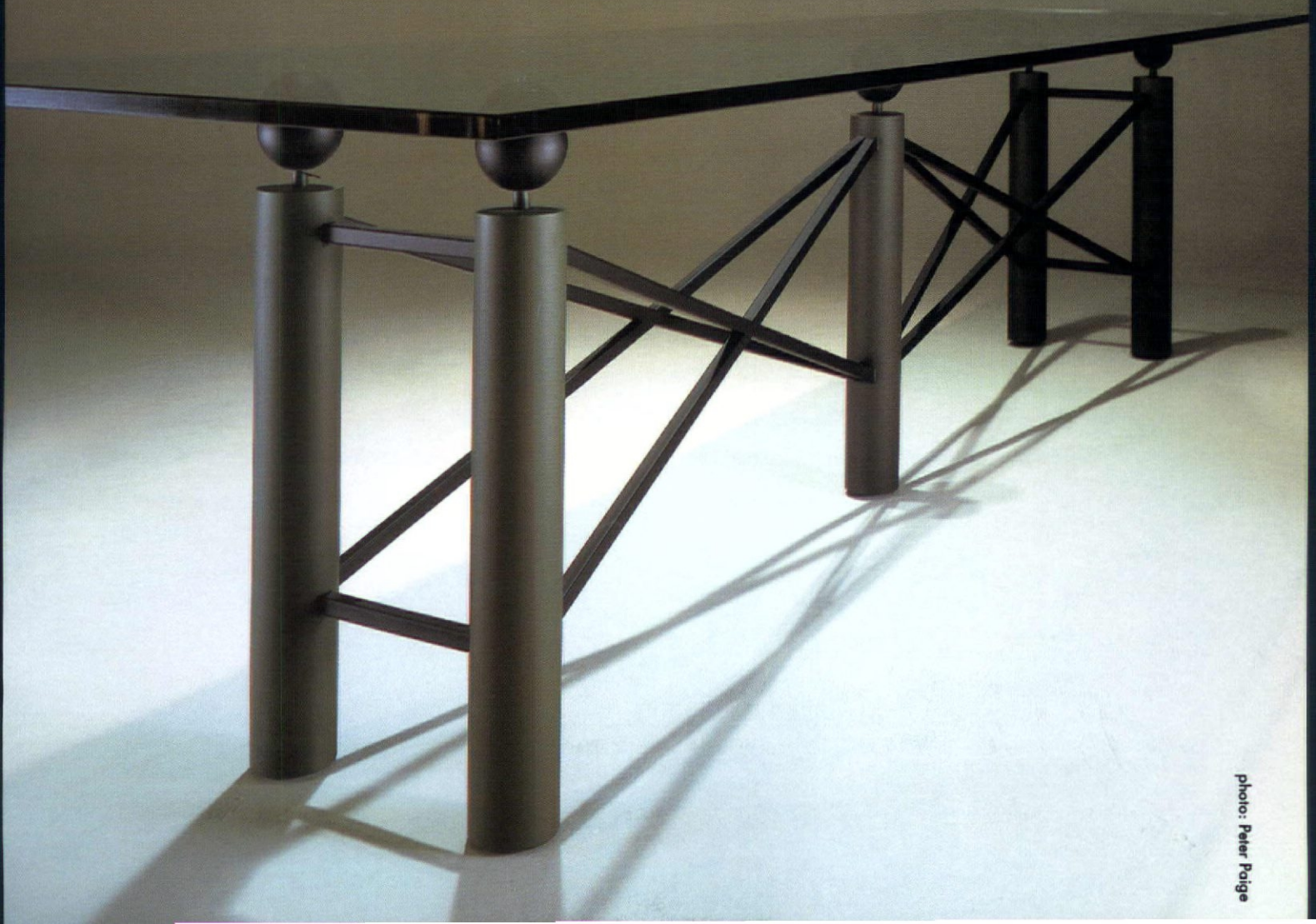
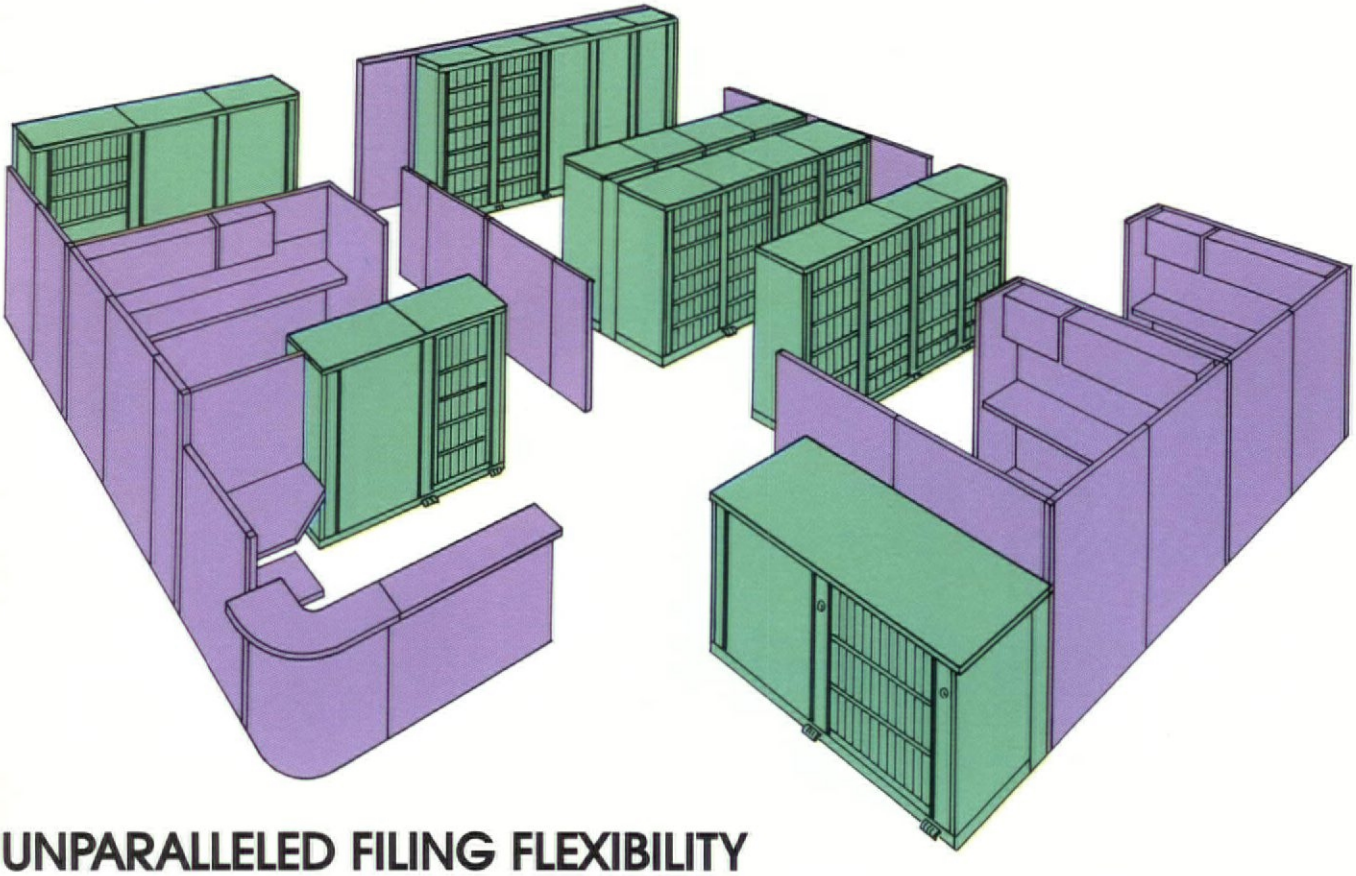


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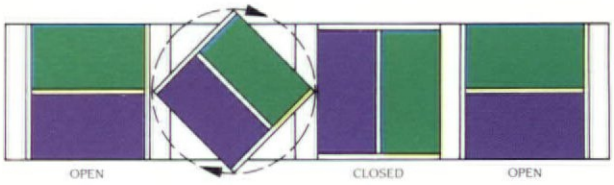
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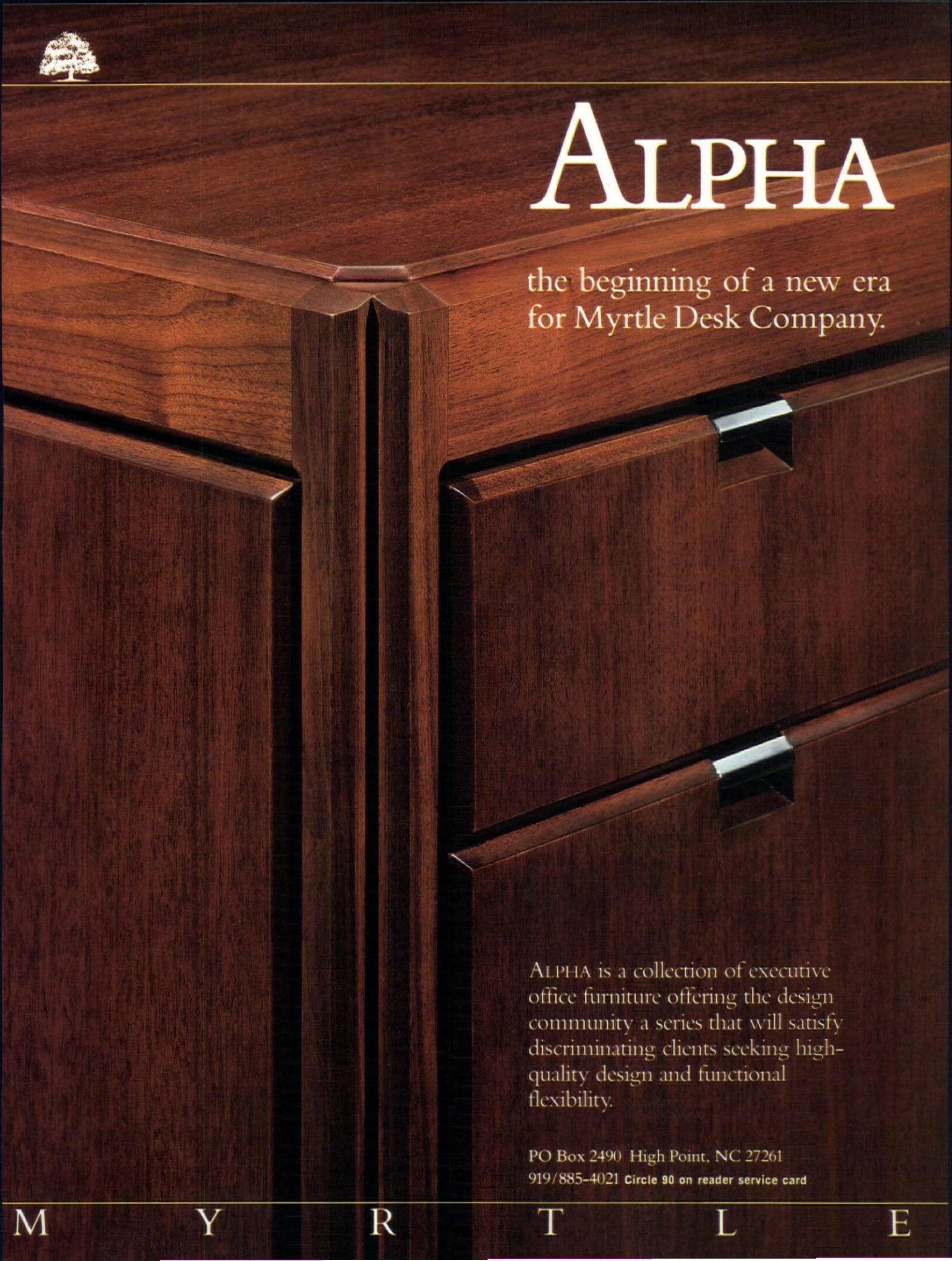
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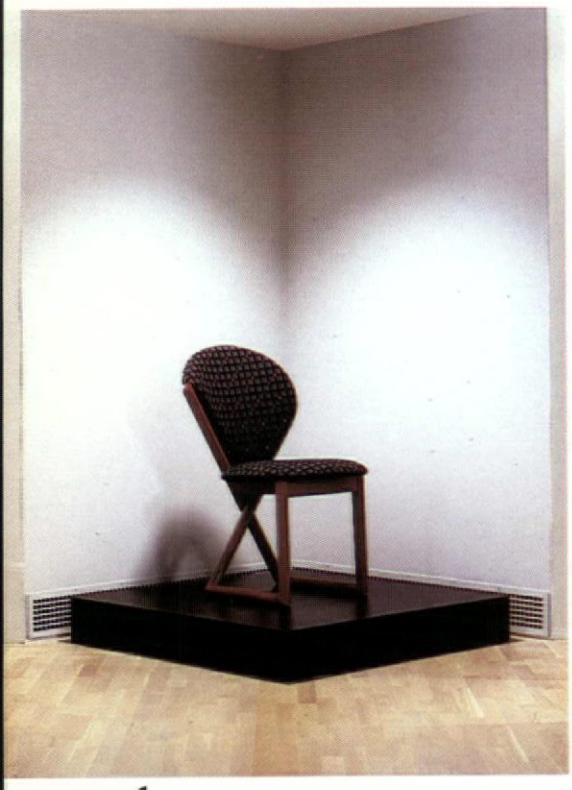
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Innovative designs grace interiors

This month CONTRACT is pleased to present a new feature page to be known as "New for the Specifier," in its continuing product coverage rated highly by readers. We welcome specifier reactions and submissions from manufacturers.
—The Editors.



1.



2.



3.



4.

1. Butterfly Chair alights

Krueger International—The Butterfly Chair designed by Jochen Hoffman has an asymmetric back and energetic, yet simple curves. Beechwood frame is available in nine high-gloss, lacquered finishes and four wood stains. Foam-covered plywood back rest and seat can be upholstered in fabric, leather, and COM. Chair is part of the Casala Collection. **Circle No. 205.**

2. Improves color and function

GF Furniture Systems—Stratum Desk allows the user to add layers of color and more function to a freestanding desk. Bridges, cabinets, and display shelves offer the adaptability and vertical storage capabilities of panel-hung components. Height-adjustable worktop conceals wire ports at rear of worktop which pull up to reveal triplex outlets and an under-desk trough.

Components include a series of full-width cabinets that can face either front or back. Desk is available in configurations such as returns, credenzas, and storage units. **Circle No. 203.**

3. Barrel Chair is Wright repro

Atelier International—Barrel Chair, Model 606, is one of the licensed, signed, and numbered Frank Lloyd Wright reproductions. It is a lowback spline arm chair with curved staves and comes in natural light cherrywood or cherrywood-stained walnut with cushioned, upholstered seat. Originally designed in 1937, it is available now in a choice of wool/nylon-blend fabric in red, blue or gray.

A limited selection of Atelier International fabrics, full selection of the company's leathers, and COM/COL are available. **Circle No. 204.**

4. Leather softens sleek chaise

Keller Williams—Sleek in line and proportion, the Chaise Lounge designed by Larry Williams, has soft corners and a back rest with sensuous folds in supple leather. Design is detailed with a polished chrome plinth. Triangular cocktail table and lacquer cabinets are also part of the line.

Chaise Lounge 5382 is 28-in. wide by 67-in. deep by 26-in. high. Available with 1¼-in. polished chrome, bright brass, or upholstered plinth. **Circle No. 206.**



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is 140 chair styles – from reception room to board room – complemented by 8 designer desk series. Many series feature eye-pleasing fancy inlaid tops. Pocket-pleasing too. For the complete office – from bottoms to tops – see, say "Paoli"

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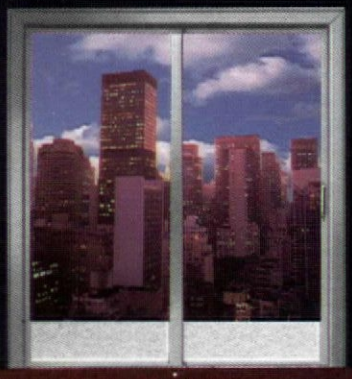
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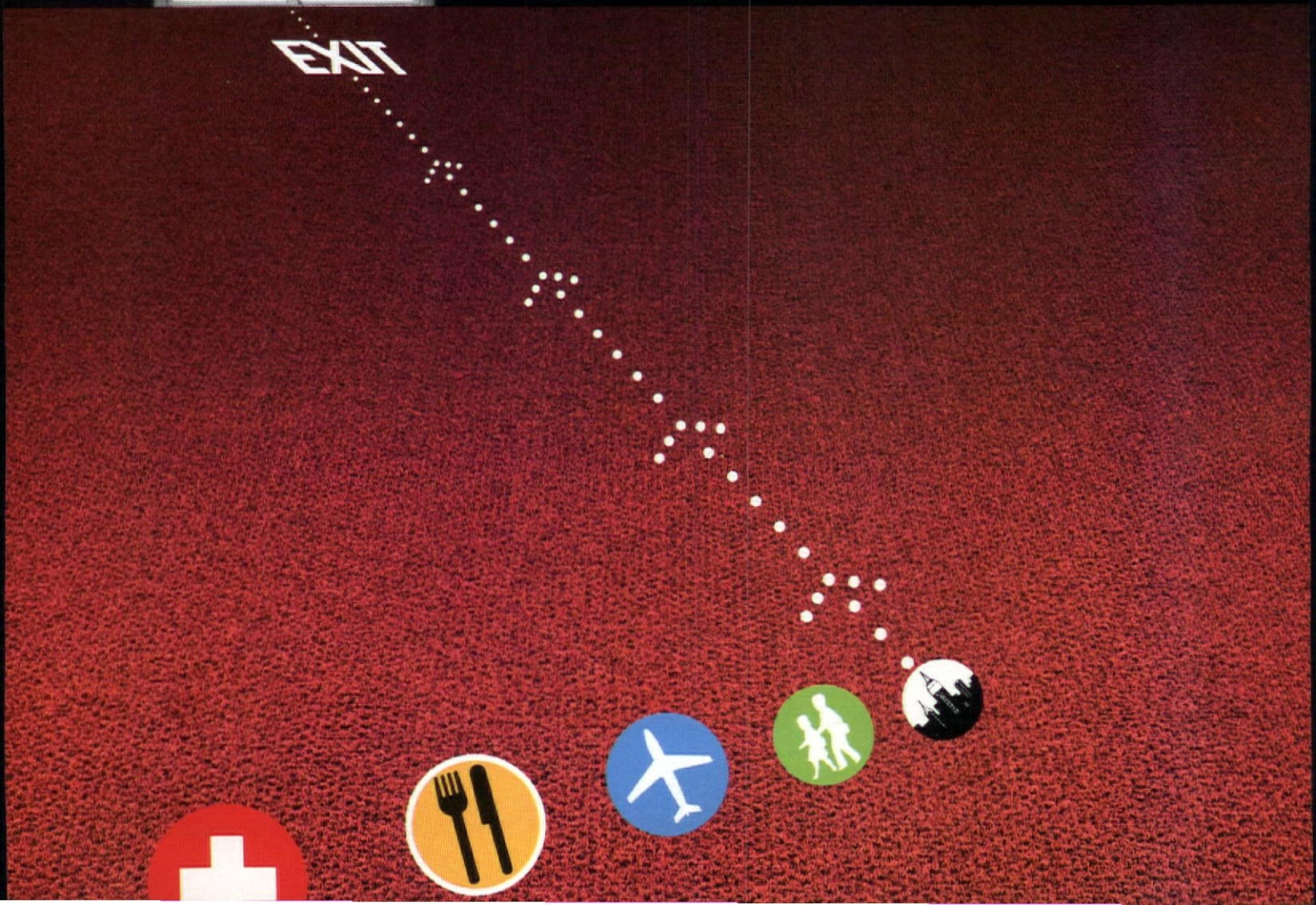
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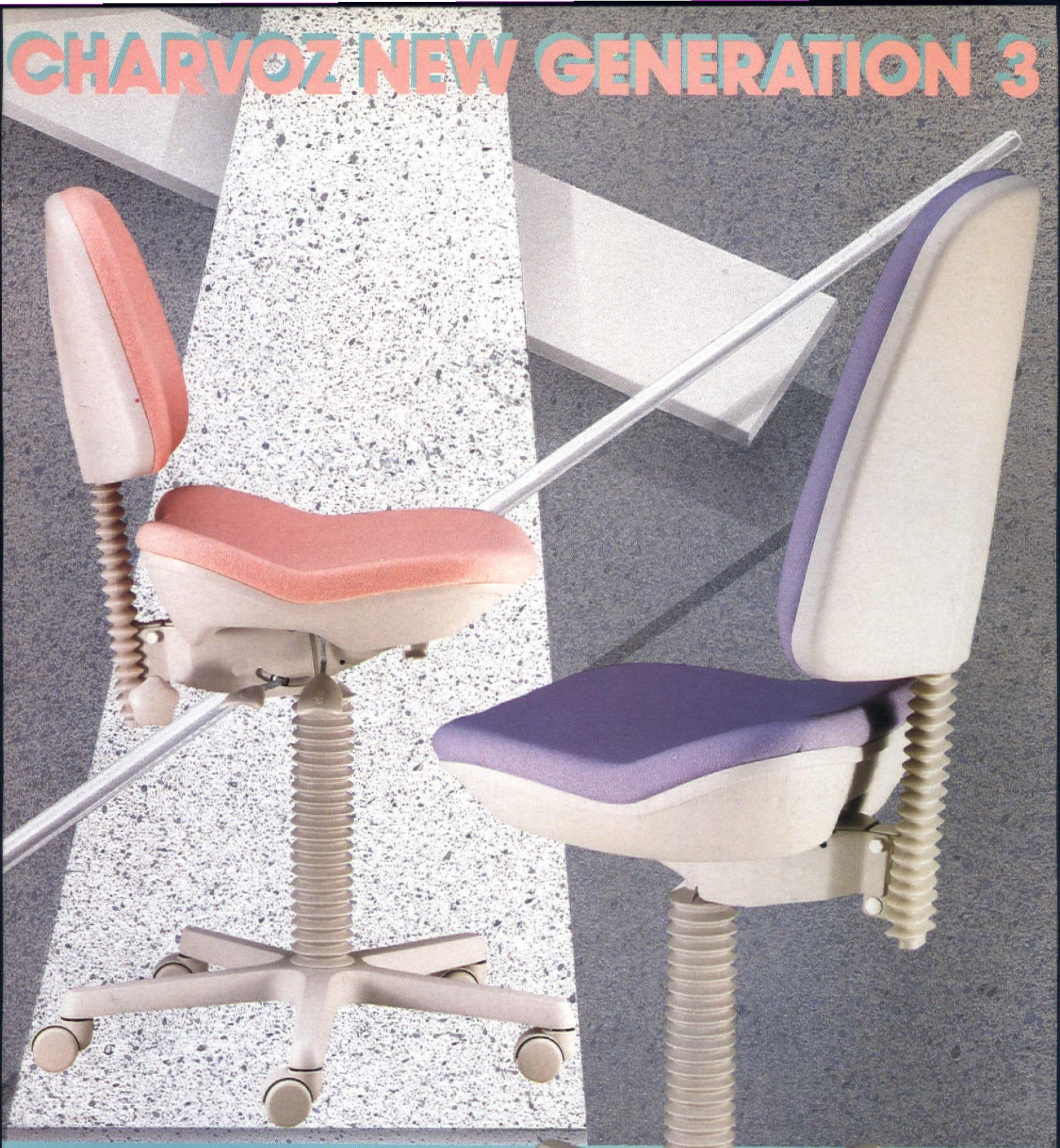
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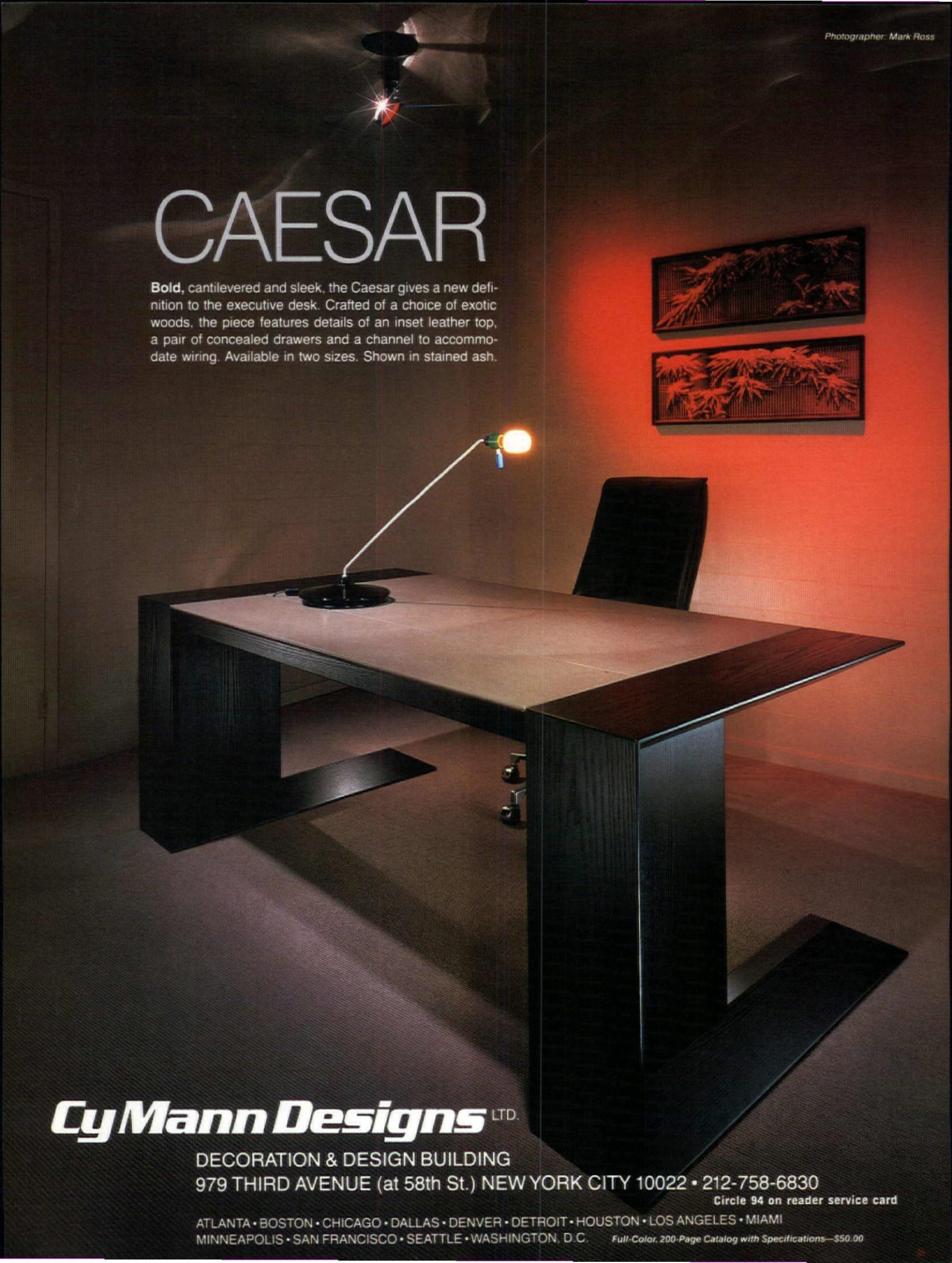


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Three distinct working areas create flexibility in CEO office

When Michael B. Weiss, president, The MBW Advertising Network Inc., relocated the New York City corporate headquarters of his advertising agency, he contracted Ari Bahat, AIA, principal, Ari Bahat Architect, who had worked for him previously, to design his private office.

"Give me an office I'll enjoy," requested Weiss. "Something spectacular so three meetings can go on at one time." Bahat's solution was the office pictured here, complete with desk, conference area, and conversation space.

Bahat explains that the V-shape of the room dictated his design. He built all the walls, positioned Weiss' desk prominently, and created three distinct areas.

Both Bahat and Weiss wanted to upgrade the executive's desk from glass to marble. The designer's idea of the proper marble was an onyx, eventually located in the right size and color slab. The front half of Weiss' old glass desk was used to construct the conference table in one of the work areas in his new office.

Touches such as photos of Weiss' children aid in personalizing the space.

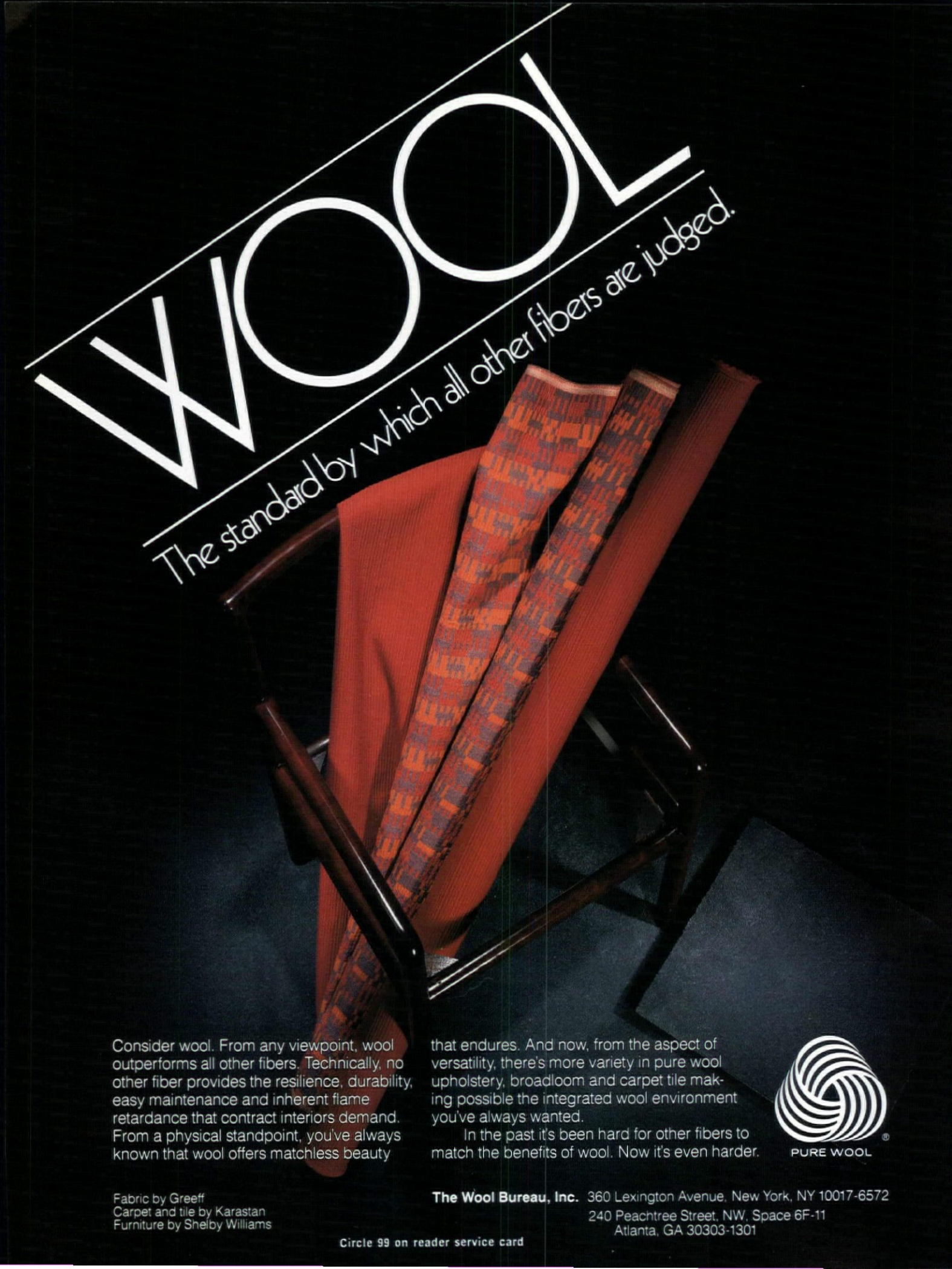
The MBW Advertising Network Inc., specia1izing in corporate recruitment advertising, is the third largest agency of its type in the world. The New York corporate headquarters alone brought in $50 million in billings last year, making it the single largest revenue-producing office in this specialized field of advertising. Weiss appears very satisfied with his office, saying, "It gives me the flexibility my business needs require." —*P.B.*

SOURCES

Custom-designed onyx desk—Ari Bahat, Inc. **Custom-designed glass conference table**—Ari Bahat, Inc. **Conference chairs**—Brayton. **Executive chairs**—Artopex, Inc. **Sofas**—Brunati. **Carpet**—Stark Carpet. **Lighting**—Lightolier. **Flowers**—Jack Hallock/Florastry, Inc. **Plants**—Madlene Simons Associates. **Electronic systems**—Electronic Interiors, Inc. **Blinds**—Draperies for Home and Industry, Inc. **Architect and interior design**—Ari Bahat, AIA. **Associate in charge**—Dana Allison Swinsky.

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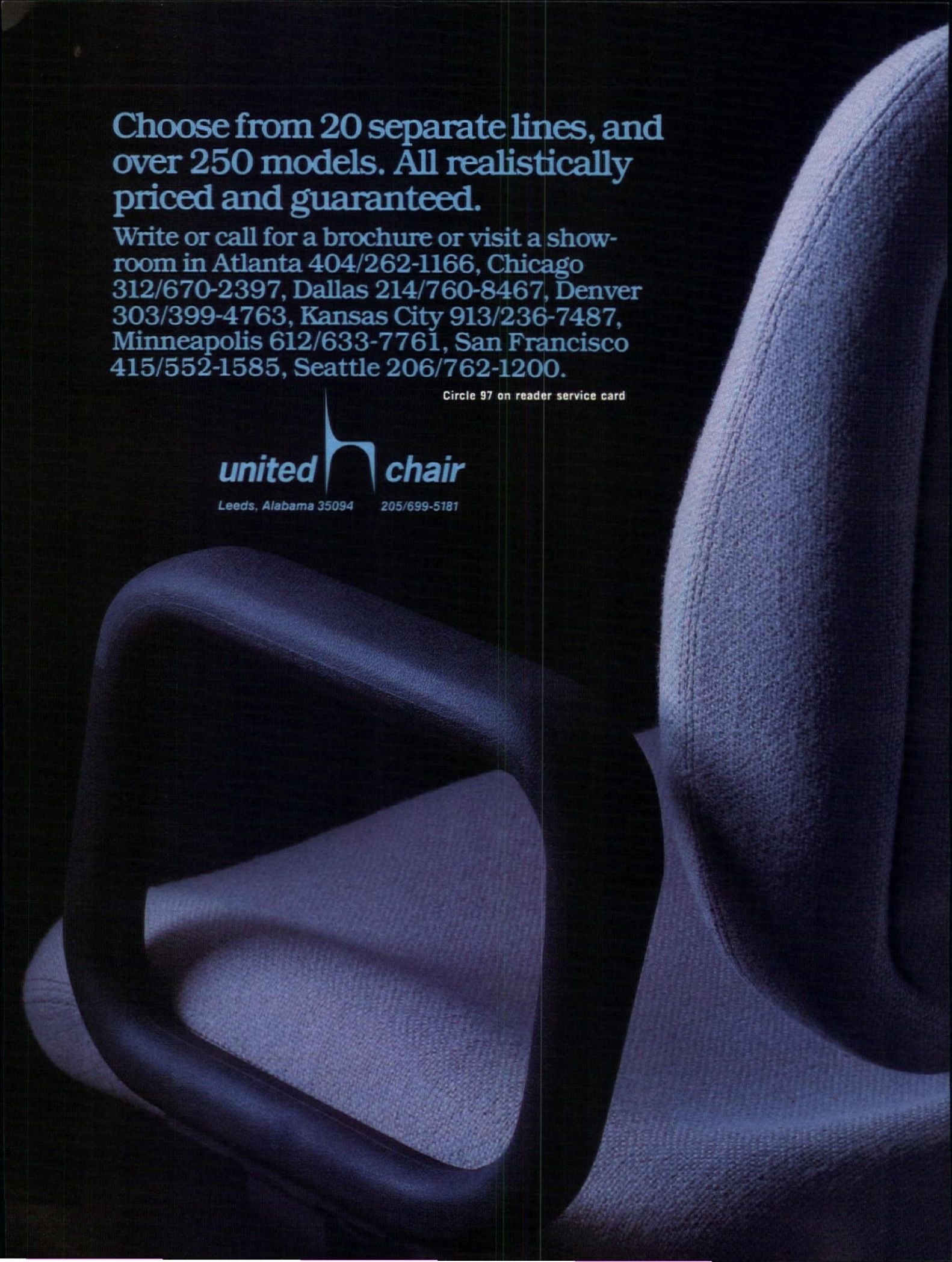
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PEOPLE/NEWS


Melcher

Mike Melcher (shown) was appointed vice president of sales and marketing at Dunbar Furniture. Also at the firm, **Mike Vaillancourt** (shown) was promoted to vice president of administration.

Barbara Bencic Clark was promoted from project coordinator to project director at Godwin & Associates, an Atlanta-based interior architecture and graphic design firm.


Vaillancourt

Martin R. Kessler and **Carl Turnbull** were named vice presidents of Swimmer Cole Martinez Curtis, the Marina del Rey, Calif.-based interior design and space planning firm. Also. **Glenn Turner** was promoted to controller for the firm, and **Rikki Dallow** was promoted to senior associate.


Morgan

Frank M. Hammerstrom was named senior principal, director of marketing for the New York office of Hellmuth, Obata & Kassabaum, Inc., one of the five largest architectural/interior design and planning firms in the United States.

At GF Furniture Systems, **Richard M. Morgan** (shown) has been appointed vice president of sales, eastern division, and **John M. Russin** (shown) has been named vice president of sales. western division.


Russin

Elliot Morris announced that as of August 1, 1986, he acquired the exclusive rights to independently manufacture and market the BASF/ Badische/ Zeftron Nylon Contract Textile Program. This fabric collection will be marketed under the name TEX-MARC/Textile Marketing Concepts, Inc. Offices for the new company are located in Newport, R.I.


Taaffe

J. Pat Campbell has been named senior marketing specialist for upholstery and home furnishings, Du Pont Company.

Jean Taaffe (shown) was named manager, national accounts/commercial products for LouverDrape, Inc., and **Debbie Halik** was promoted to assistant manager, national accounts/ commercial products. Also at LouverDrape, **Dave Holohan** was appointed vice president of manufacturing operations.

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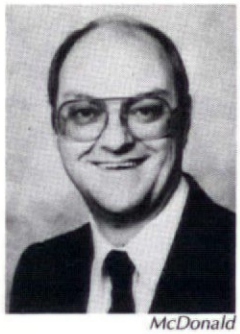
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PEOPLE/NEWS

At Shelby Williams Industries, **Curt McDonald** (shown) was promoted to regional vice president for the north central region, based in Overland Park, Kan. For the metropolitan Dallas, Tex. area, **Jaye M. Easterwood** (shown) and **Tom Ward** (shown) were named regional sales managers.


McDonald

At Gretchen Bellinger Inc, **Sandy Autorino** joined the staff as operations director and Carl Off joined as sampling director.

Kathy Golding was appointed regional sales director for the Rocky Mountain states territory for Jack Lenor Larsen.


Easterwood

Daniel W. Winey, AIA, and **Warner H. Schmalz,** AIA, were appointed principals of Whisler-Patri, an architecture, planning, and interior design firm. **Francis L. Whisler,** AIA, has assumed the position of principal emeritus and will continue to serve as chairman of the board of directors.

Richard (Dick) Cox joined Compass Concepts as Southern California contract specialist.


Ward

John Radgoski was named vice president of sales/marketing at Frank Wolf Company, a completely integrated provider of in-house office environment systems.

Bentley Mills has expanded its sales force with the additions of **Tony Nixon** as the sales representative for Ohio, Indiana, and Kentucky; **Gary Jones** as the Bentley representative for Colorado, New Mexico, and Wyoming; and **Joe Carmichael** representing Florida. Also at Bentley Mills, **David Karpoff** was promoted to technical director of product development. **Flori Hendron** (shown) was named director of product styling and **Valerie A. Venancio** joined the firm as a graphics pattern designer.


Hendron

At G/O Furniture Inc., **Tony D. Spiropoulos** has joined the firm as western regional sales manager. In the manufacturing area, **Thomas E. Tyner** was hired as vice president, and working with him is **Joe Rivas,** recently retained as director of manufacturing. **Catherine M. Hlawatsch** (shown) was appointed staff consultant in marketing and marketing research.


Hlawatsch



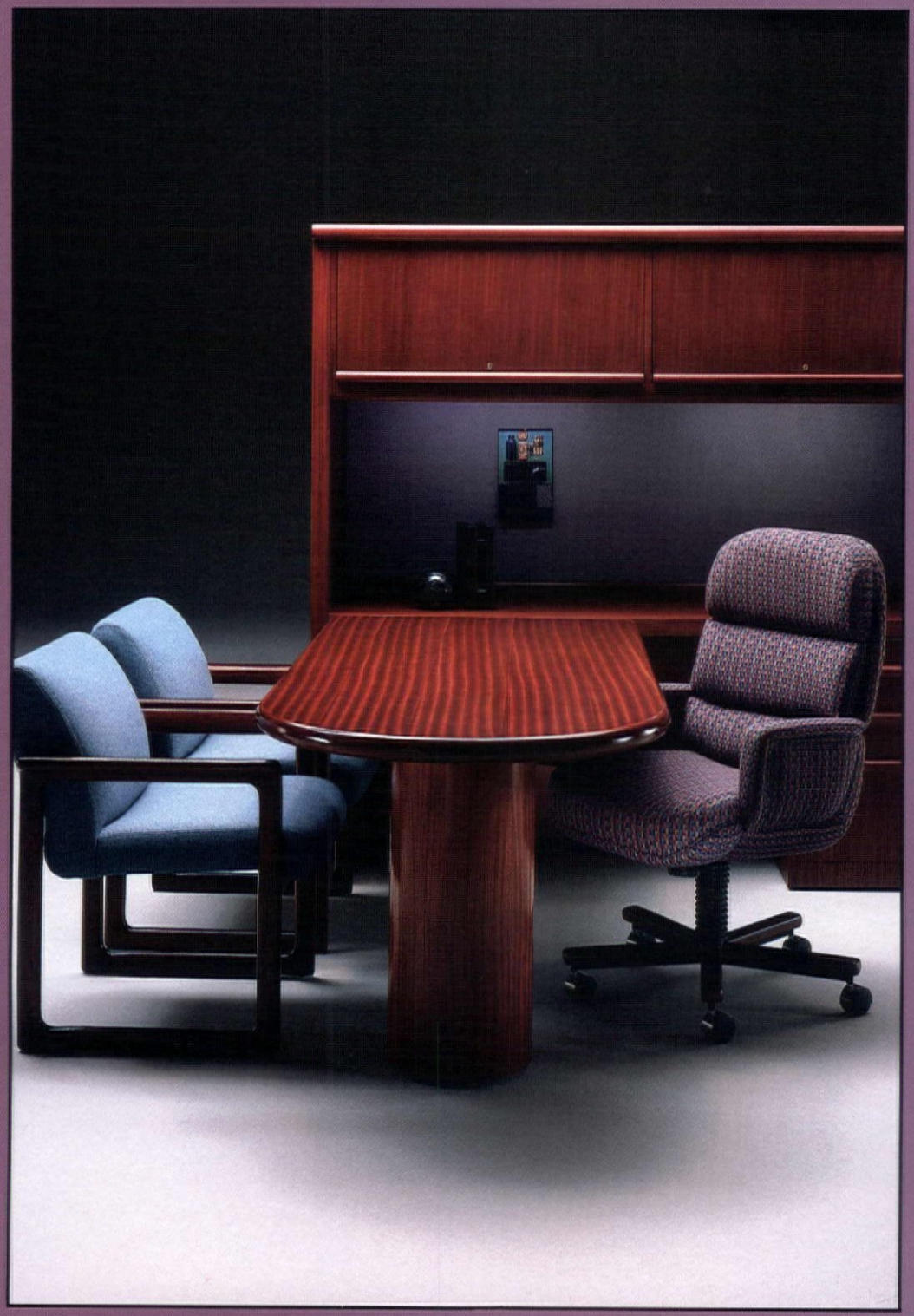
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Robert F. Smith & Associates, Inc., an Atlanta-based commercial interior design firm announced three additions to its staff: **Alex Marshall** as project designer, **Margaret Nabors** (shown) as junior designer, and **Vikki Appleby-Clark** as administrative manager.

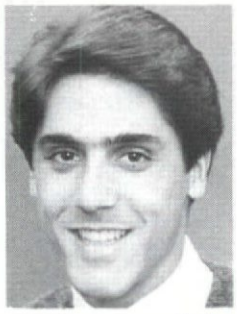

Nabors

Arnold Siegel was elected president and chief executive officer of the Adirondack Chair Co., Inc., one of the nation's largest suppliers and distributors of business and institutional furniture.

Enoch Anderson (shown) was appointed vice president and director of contract furnishings for Merchandise Mart Properties, Inc.


Anderson

At The Gunlocke Company, **Brian A. Baron** was appointed district manager for the New York City area and **Stewart V. Wortham** was appointed sales service representative, working with architects, designers, and clients in western Tennessee, Arkansas, Louisiana, and Mississippi.


Backus

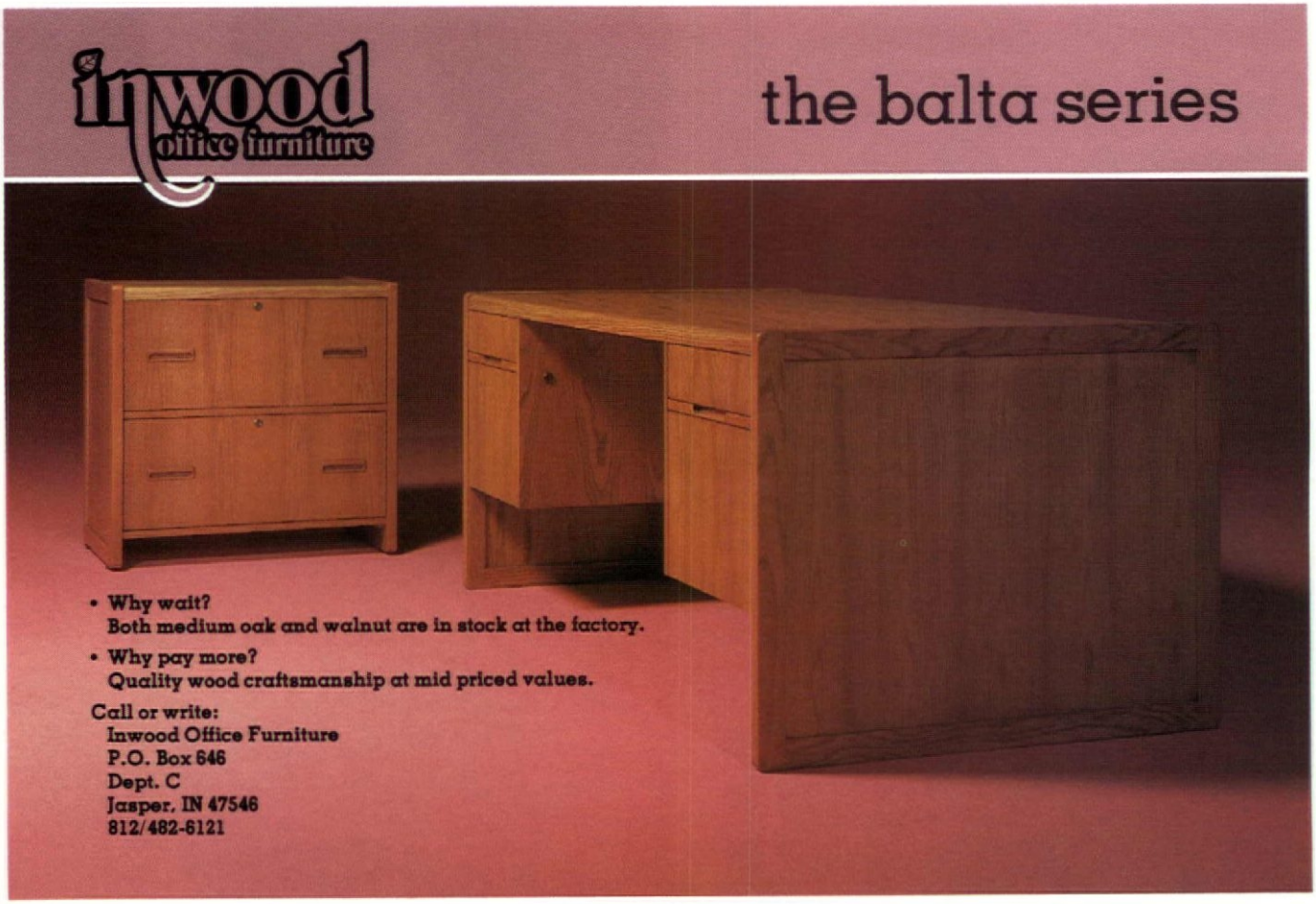
At KMH Incorporated, **Peter Backus** (shown) joined the firm as an industrial designer. **Robert Maldeney II** joined the marketing communications group as a graphic designer, and **William ("Tick") Ticknor, Jr.** was appointed to the business development team. KMH is a very diversified firm working with businesses that need fresh, creative thinking to support their marketing efforts.

Thomas J. Jenkins was appointed vice president of operations for Samsonite Furniture Co.


Reed

Ric Reed (shown) was named manager, Marketing Design Services for Haworth, Inc., a major manufacturer of office furniture.

Philip A. Wilson joined Stone, Marraccini and Patterson as manager of the computer-aided drafting and design system (CADD) in the St. Louis, Mo. office. SMP provides architecture, planning, and interior architecture services.



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1987

January 17-21. International Carpet Market. Atlanta Merchandise Mart, Atlanta, Ga.
January 26-28. CALICON Market. Western Merchandise Mart. San Francisco, Calif.
January 28-30. CONDES. Dallas World Trade Center, Dallas, Tex.
January 31-February 3. LIFE; Largest Intl. Floorcovering Exposition. Merchandise Mart. Chicago, Ill.
February 19-20. World of Engineering Expo '87. Phoenix Civic Plaza, Phoenix, Ariz.
February 27. Contract/DCOTA. Contract market at Design Center of the Americas, Dania, Fl.
March 3-5. RHIDEC. Restaurant/Hotel Interior Design Exposition & Conference. ExpoCenter, Chicago, Ill.
March 4. Restaurant & Hotel Design Magazine Platinum Circle Awards dinner. Palmer House, Chicago, Ill.
March 25-27. Westweek. The Pacific Design Center, Los Angeles, Calif.
March 31-April 2. The American Institute for Design and Drafting's 27th Annual Convention and Technology Exhibit. Sheraton St. Louis Hotel, St. Louis, Mo.
April 4-9. The Ceilings & Interior Systems Construction Association's (CISCA) annual convention. Sheraton Hotel, New Orleans, La.
April 8-10. European Interior Design Exhibition and International Design Market. Merchandise Mart, Chicago.
April 9-11. Presentations Northwest 87. Design Center Northwest, Seattle, Wash.
May 6-8. World Exposition of Ceramic Tile and Bathroom Furnishings. Los Angeles Convention Center.
May 11-13. Lighting World 5, The International Advanced Illumination Exposition & Conference. Jacob K. Javits Convention Center, New York, N.Y.
May 13-15. Design ADAC 87, the annual design event for the Southeastern design trade. Atlanta Decorative Arts Center, Atlanta, Ga.
May 16-20. National Restaurant Association Show. Chicago, Ill.
June 9-12. NEOCON 19. The Merchandise Mart, Chicago.
June 14-22. AIA National Convention. Orlando, Fl.
June 16-19. Woodworking, Machinery & Furniture Supply Fair. Anaheim Convention Center, Anaheim, Ca.
June 23-26. A/E/C Systems '87, the Eighth International Computer and Management Show for the Design and Construction Industry. Washington Convention Center, Washington, D.C. in conjunction with IFMA regional conference, Facilities '87.
August 2-6. IES Annual Conference, Marriott Camelback Inn. Scottsdale, Ariz.
September 1-3. Workspace, Fifth Annual Exhibition & Conference for the Office Environment. Moscone Center, San Francisco, Calif.
September 20-22. Pan Pacific Lighting Exposition. Concourse at Showplace Square, San Francisco, Calif.

Foreign

February 3-5. Hotel & Restaurant Design & Interiors Show. Novotel Hotel, London.
March 8-15. 9th Furnidec, International Exhibition of Furniture, Decoration, Lighting Fixtures, Equipment and Machinery. Athens, Greece.
April 2-8. British Intl. Antiques Fair, National Exhibition Centre. Birmingham, England.
May 6-10. Scandanavian Furniture Fair, Bella Center, Copenhagen, Denmark.
May 10-14. Interior Design International (IDI), the largest UK Contract Exhibition for all commercial interiors. Olympia, London.
May 22-26. INTERZUM, the International Trade Fair for Furniture Production, Interior Design and Soft Furnishings—Upholstery Machinery. Cologne, Germany.
May 29-June 2. Environmental Design Research Association Conference. Ottawa, Ontario, Canada.

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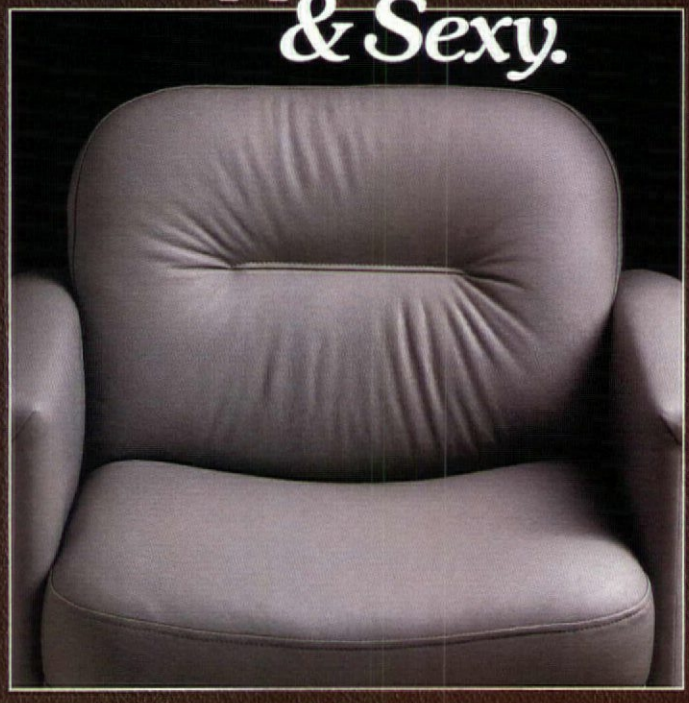
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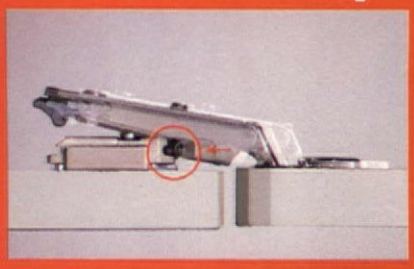
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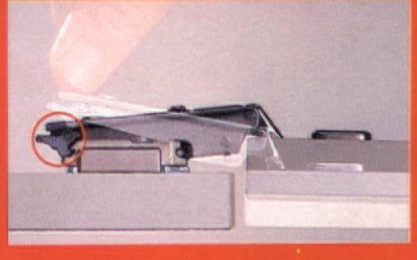
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Fort Lauderdale/Hollywood
International Airport
Fort Lauderdale, Florida

PURPOSE: New Installation

DESIGNER: The Office of Philip George
New York, New York

SEATING: **Loewenstein/Oggo**
888 Giro Bar Stool,
889 Giro Side Chair



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The Sunbeam Grille
The Falls shopping mall
Miami, Florida

PURPOSE: New Installation

DESIGNER: Karen Wenzell & Barbara D'Arcy
Bloomingdale's Store Design Group

SEATING: **Loewenstein/Oggo**
790 Palermo Side Chair



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Hospitality Furnishings Offer Coordinated Styling, p. 116.

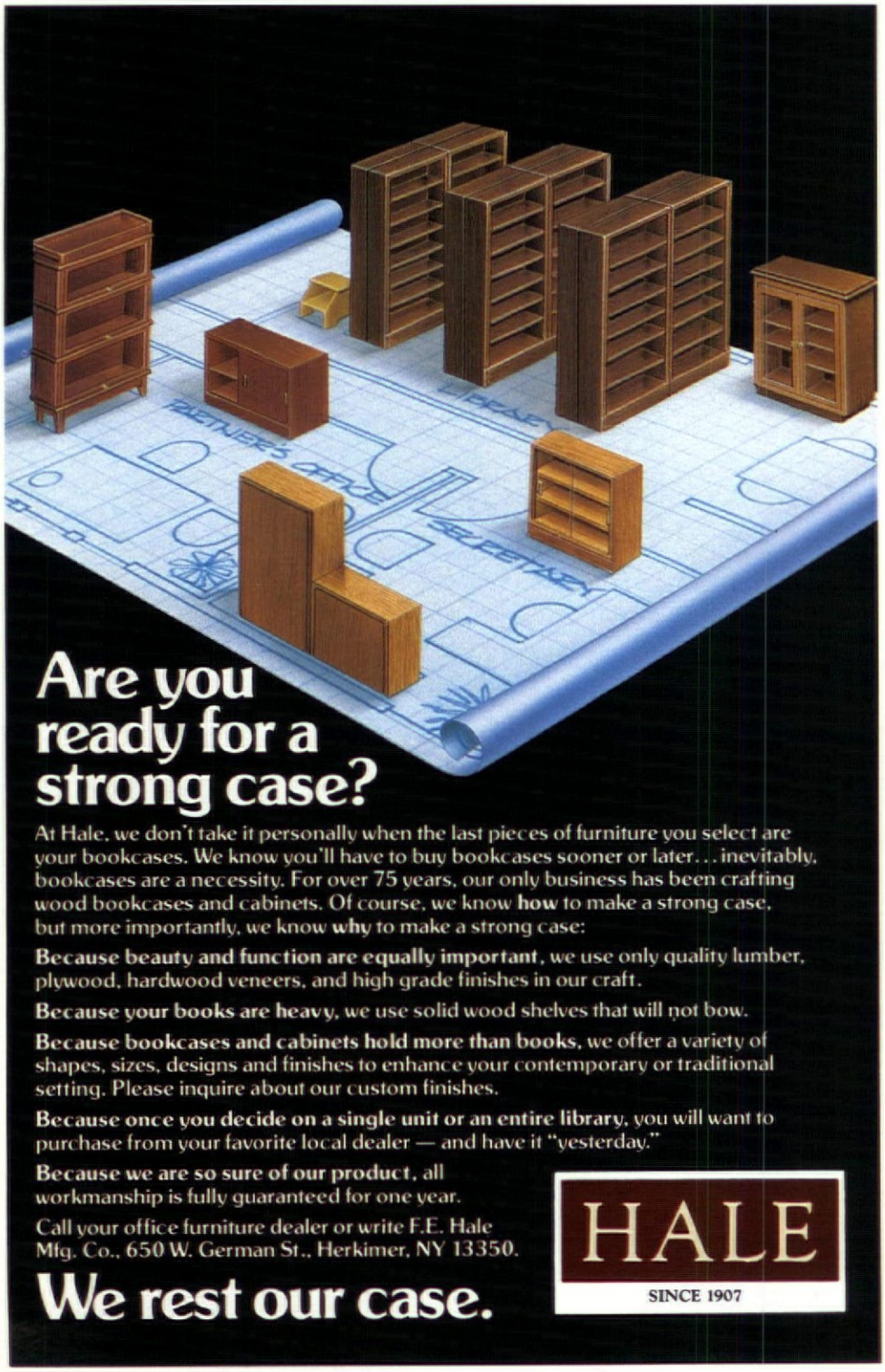
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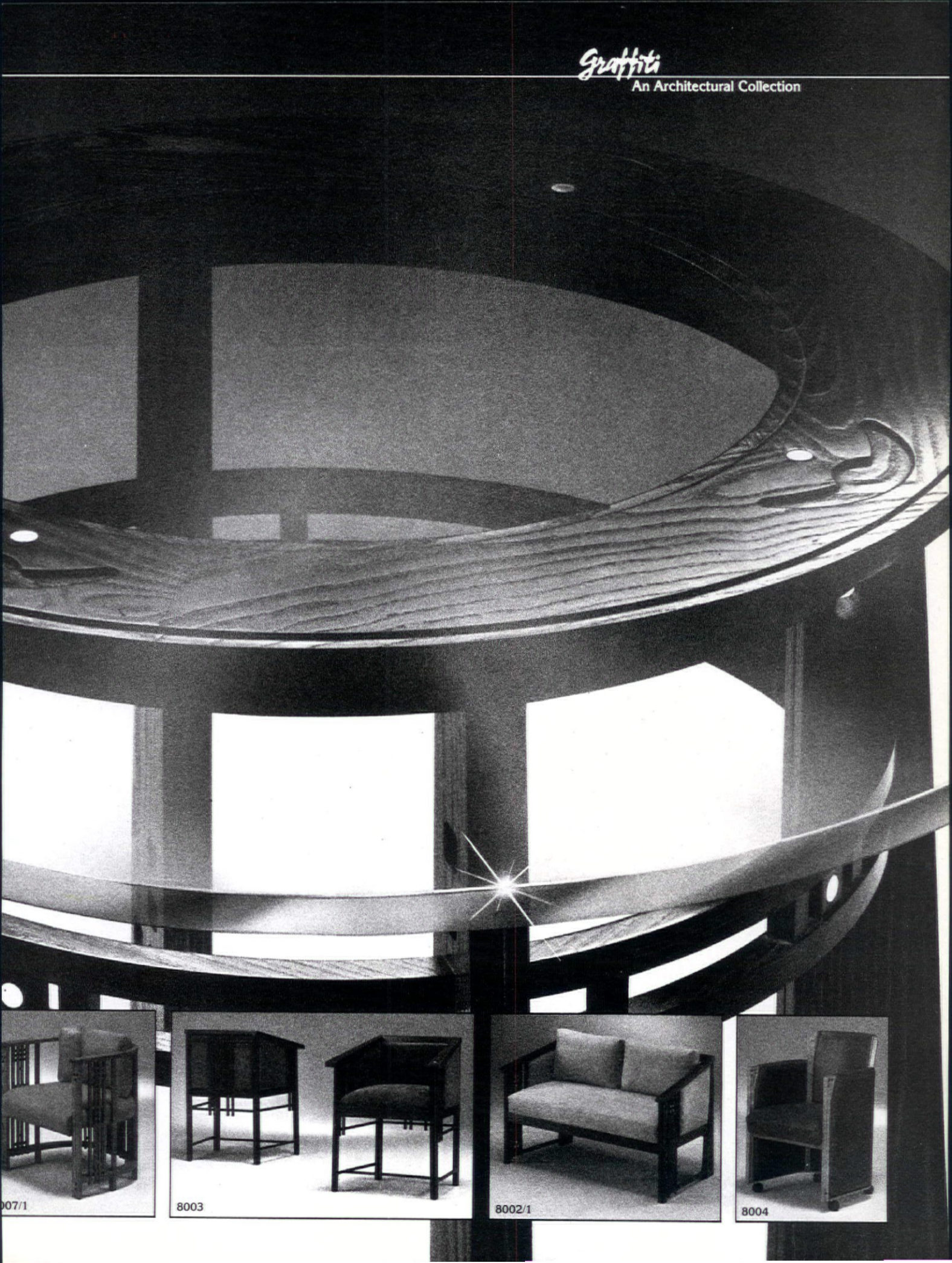
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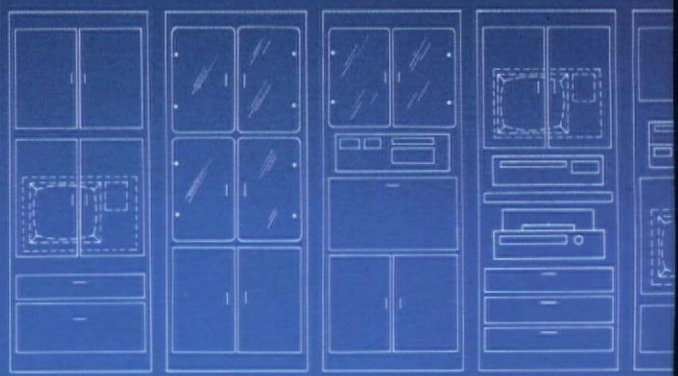


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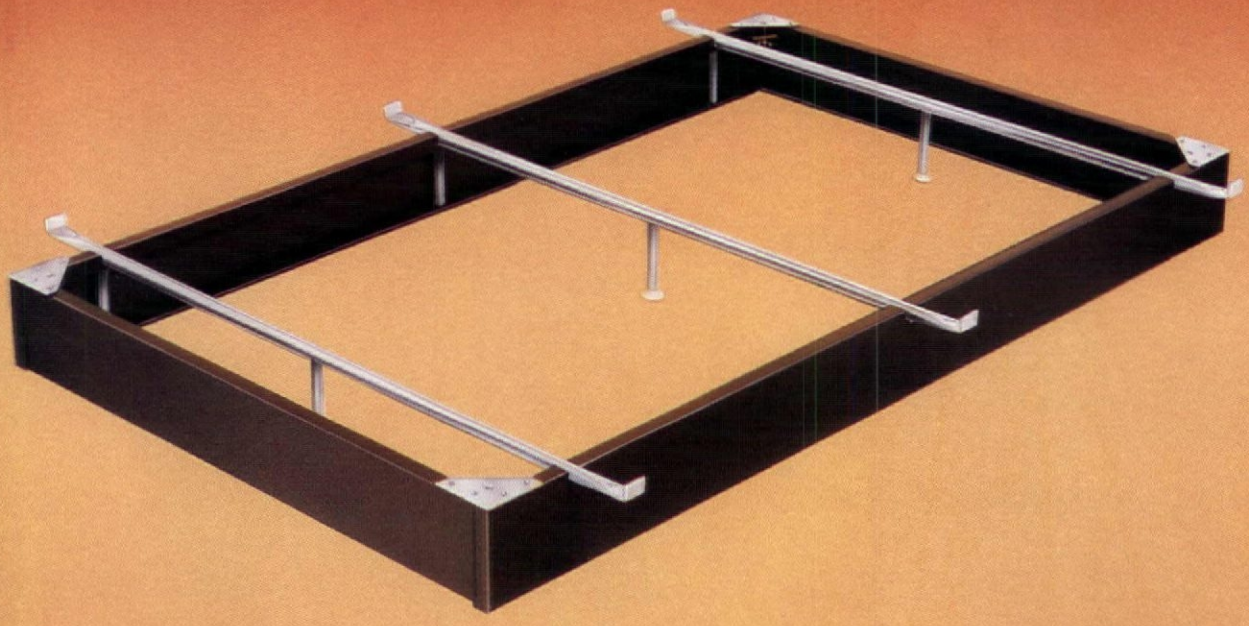
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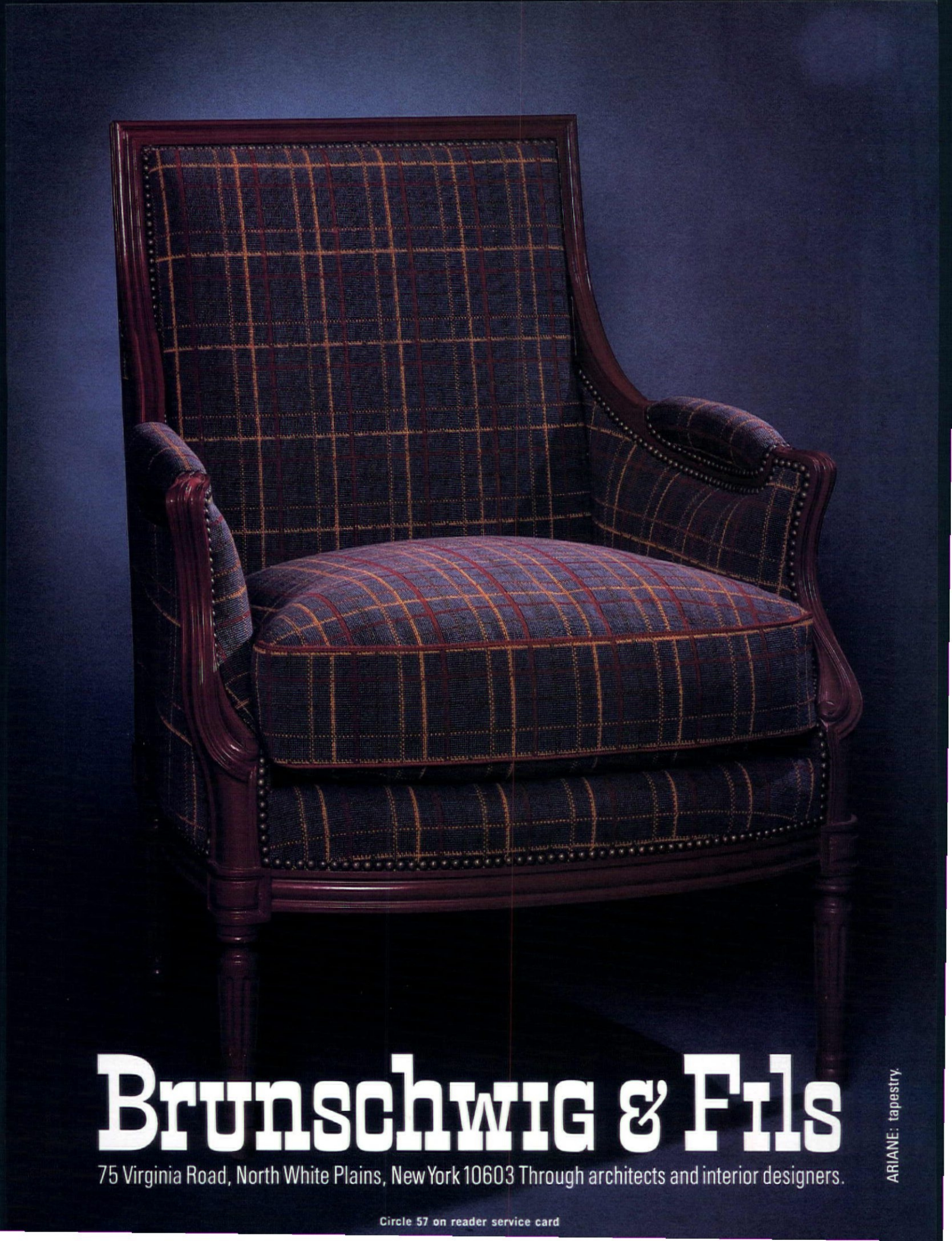
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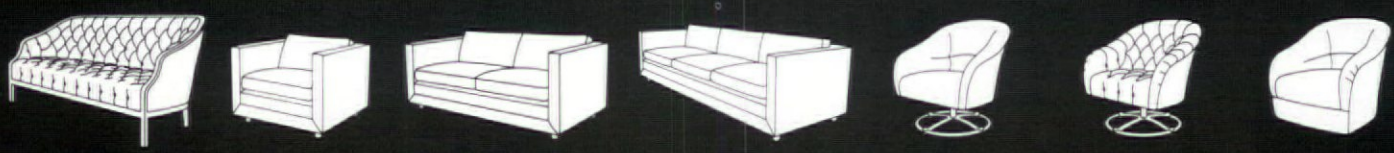


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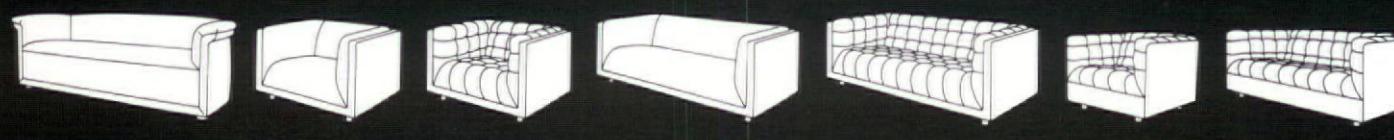
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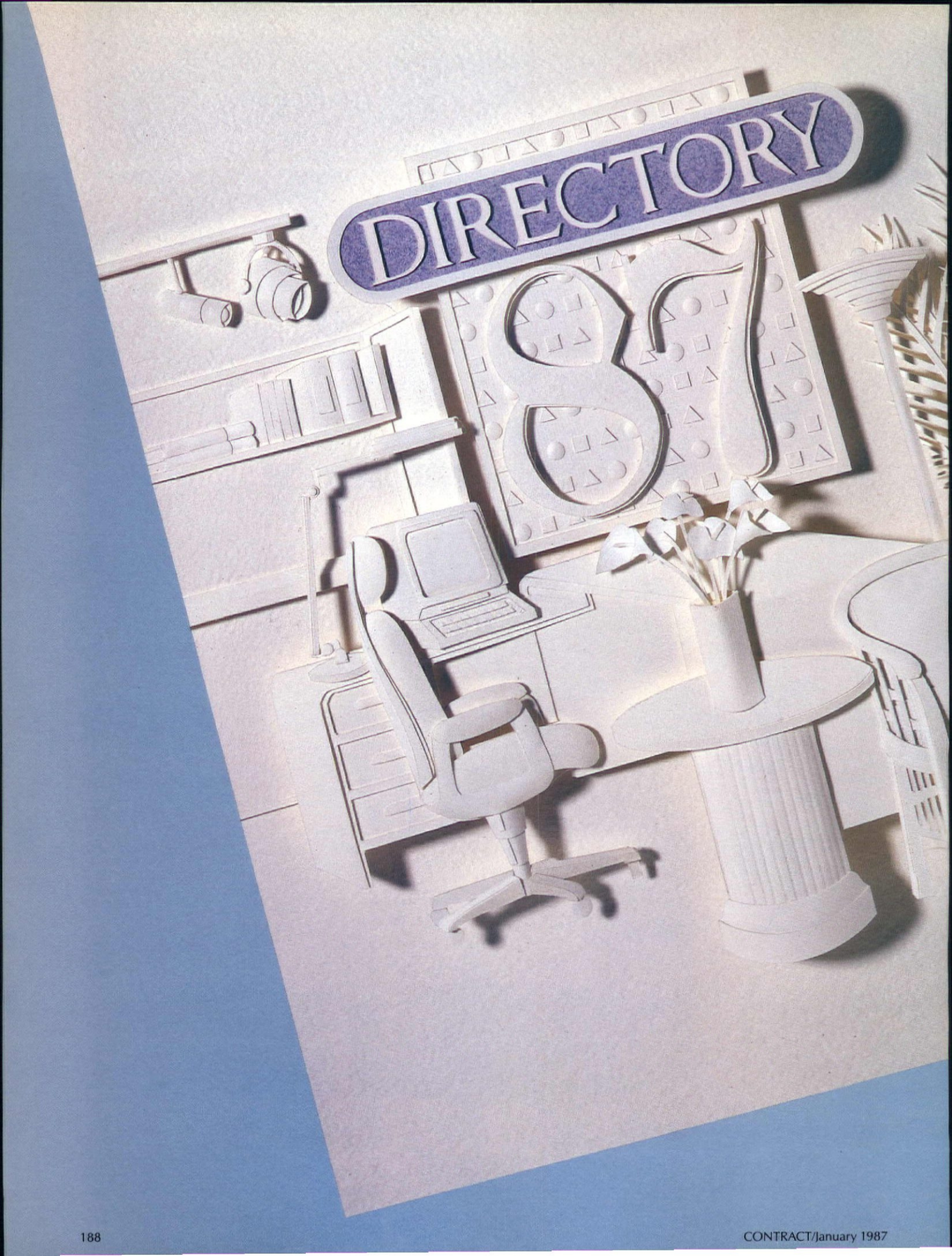


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DIRECTORY
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Contract, January 1987

CONTRACT INDUSTRY ISSUES & INNOVATIONS

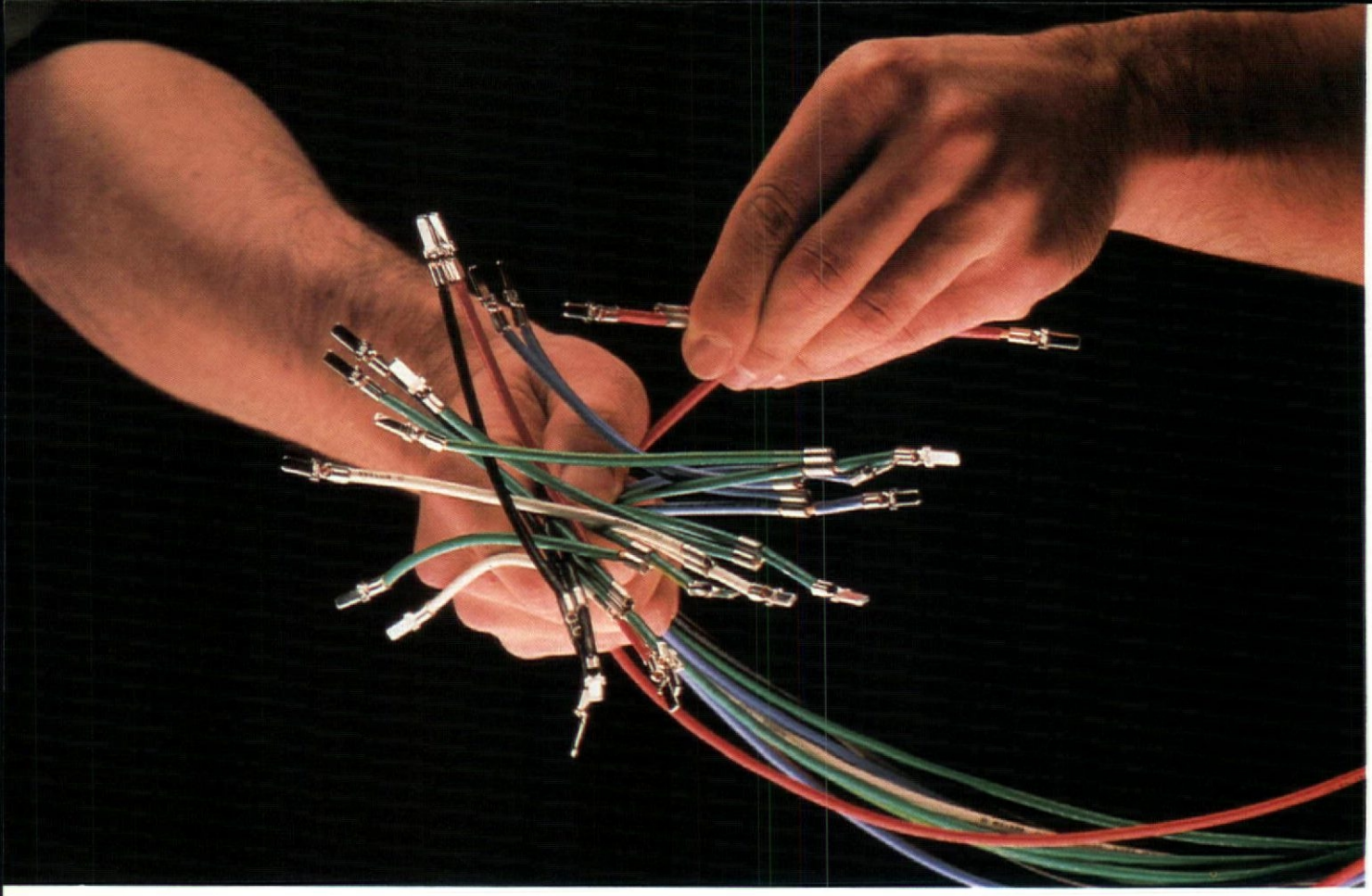
Few industries depend so heavily on change as does the contract industry. Change in design, technology, products, distribution, and manufacturing techniques are only a few of the areas in which success is predicated on development of new methods and ideas. The turn of the year is a fine time to look at some of the forces affecting contract designers and manufacturers across the country.

A spate of mergers and acquisitions in December, the advent of a new tax law this month, developments in research and design, attitudes on life safety and design of both designers and clients, and a new color forecast for 1988-'89 are a few of the issues and innovations covered by CONTRACT's editors this month.

Part two of this issue includes the updated contract directory of products, sources, marts, and associations plus a special directory of quick-ship resources for products needed in a hurry.

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—THE EDITORS



COMPANIES SPEND BIG BUCKS ON R&D

Acoustics, human factors, & integrating technology become key issues

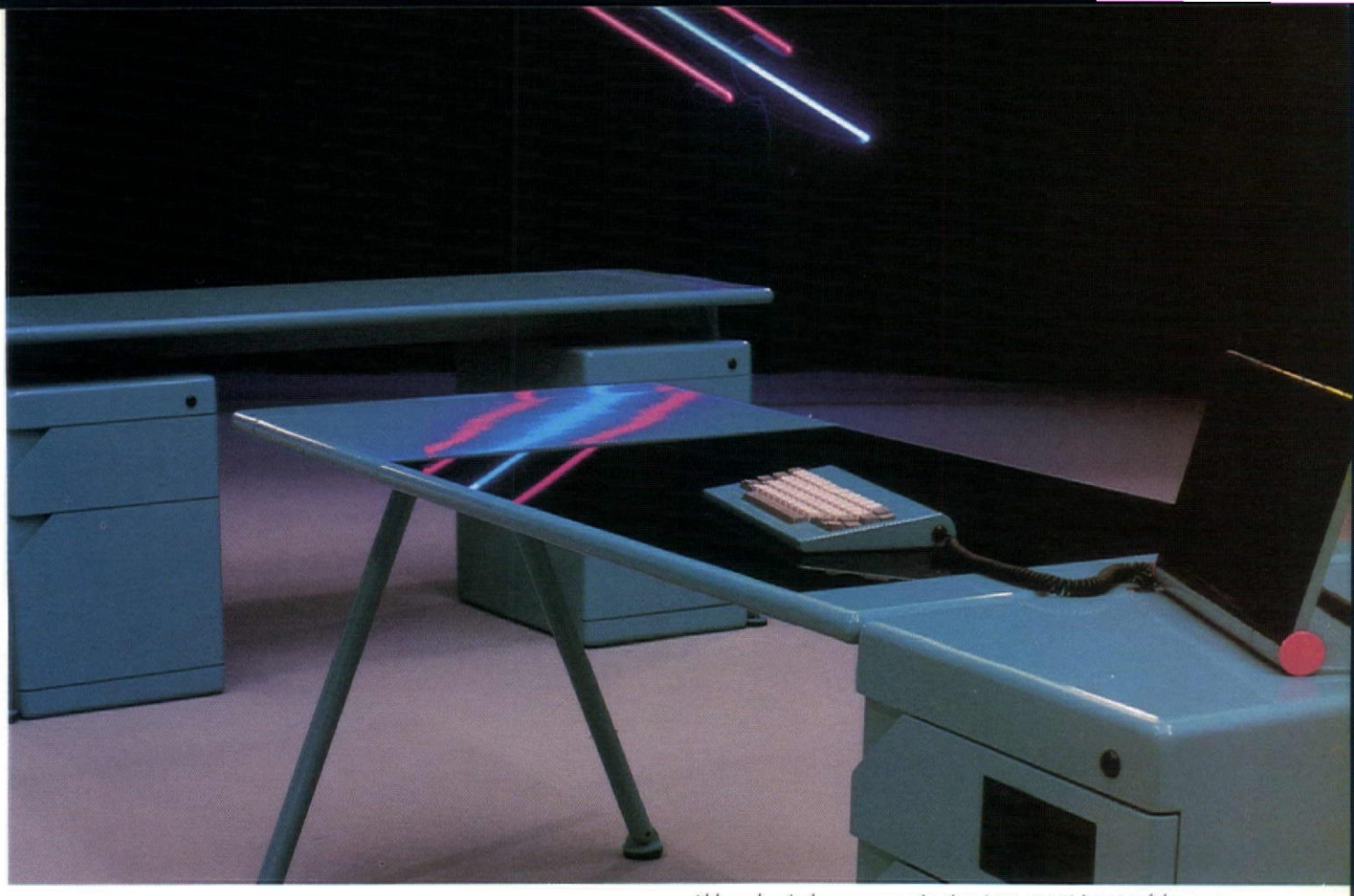
By **SARA O. MARBERRY**
Senior Associate Editor

Herman Miller spends three percent of its total sales on it. Steelcase just committed $70 million for a new facility to house it. Westinghouse Electric Corporation, Westinghouse Furniture System's parent company, invested nearly a quarter of a billion dollars in it last year. We're talking about research and development, the "behind the scenes" work that furniture manufacturers are spending big bucks on in order to meet specifiers' needs for tomorrow's office environment.

Actually, most of the big R&D expenditures are being made by only a handful of the largest systems furniture manufacturers. Respondents to a recent poll taken by the Business and Institutional Furniture Manufacturers Association (BIFMA) indicated that of the entire office furniture industry sales (1985 estimate: $6.5 billion), 1.5 percent goes back into R&D each year. If this is an accurate representation of BIFMA's 230 members, it means that this particular group spends almost $100 million each year to come up with new ideas for office furniture design.

Acknowledging that this figure probably doesn't include all of the top companies in the industry, Stephen Channer, executive director, BIFMA, says, "What this number does include is all the small 'mom and pop' companies out there that don't spend a dime on research. If anything, the figure may even be a little high."

But whatever a company does or doesn't spend on R&D, it is sure to benefit from the efforts of other firms. Some of the areas of R&D study include acoustics, wire management, human



Although wireless communication (opp. page) is one of the next steps in computer technology, experts expect cabling and electrical power management to continue to be important areas of study. Haworth's freestanding prototype desk (above) features an integrated computer with an electroluminescent flat-screen display.

factors, and lighting. But experts all agree that the major impact on tomorrow's office will be the changes in computer technology. To demonstrate this, last Designer's Saturday, Haworth revealed what it called, "the future of the office workplace" within the Venture Concept Room of the company's New York showroom.

Developed by the Venture Group, Haworth's 22-person R&D division located at the company's Holland, Mich. headquarters, the display was intended to introduce visitors to the technologies that will affect tomorrow's office environment. It featured a slide presentation reviewing Venture Group applications currently being used in office installations, a demonstration of wireless data communications equipment, and a prototype freestanding desk equipped with an integrated IBM PC XT computer.

Better integration of design & technology

To conserve worksurface space, the central processing unit (CPU), which powers the machine, is housed in an accessible 6-in. box drawer inside the desk. A 14-in. wide, 1-in. thick electroluminescent flat-panel display screen provides visuals for the machine. Venture Group managers claim that the unit offers superior graphics to liquid crystal displays and lower power consumption than gas plasma units. They also feel that this desk is a good example of how to better integrate design and technology.

"Integrating design and technology is our main concern," says Dave McCloud, vice president, Venture Group. "In working with our customers, we found that they wanted more freedom on the worksurface, which we accomplished by housing the computer within the desk." Members of the Venture Group worked with computer vendors to develop state-of-the-art flat screen and hardware to fit inside the desk drawer. The desk top itself also has some interesting features. A modular unit, segments of the desktop can be interspersed with a variety of materials. Substances ranging from marble and granite to leather can be combined, giving designers a wide vocabulary in working with the product. The top is supported with a tubular trestle base.

Other Venture Group concerns include further developments in computer technology such as voice recognition and wireless communication. "We will have to be able to provide a desk that allows users to talk to a computer effectively," says McCloud. "The cross-talk generated from this will also produce some new acoustical problems." Although he thinks that wires will be around for a while, the technology for wireless communication exists, so the concept of networking computers across several workstations without cabling may be a reality some day.

"We know enough about wireless communication to know the problems," he emphasizes. "But it could give users freedom from being tied down to a box on a worksurface and may call for different kinds of workstations." McCloud also revealed that the Venture Group is working on a computer program that will allow users to feed information into a database to create the



RESEARCH & DESIGN

Acoustics a major area of study

"perfect" office. "This is the whole idea of artificial intelligence," he says.

Steelcase Inc., the largest systems manufacturer in the world, recently announced plans for a new $70 million Corporate Development Center in Grand Rapids, Mich. The seven-story, 470,000-sq.-ft. building will house company operations, as well as 10 laboratories for the study of photometrics, environmental conditions, subjective conditions, ergonomics, acoustics, lighting, electronics, and privacy. Scheduled to open in the fall of 1988, the new Center is expected to be the catalyst for new products and programs. In an announcement made earlier this year, Steelcase chairman and chief executive officer, Robert C. Pew, said that the new building "will encourage both the planned and spontaneous interaction of people and ideas to enhance the product development process. Research has to be nurtured in a creative environment."

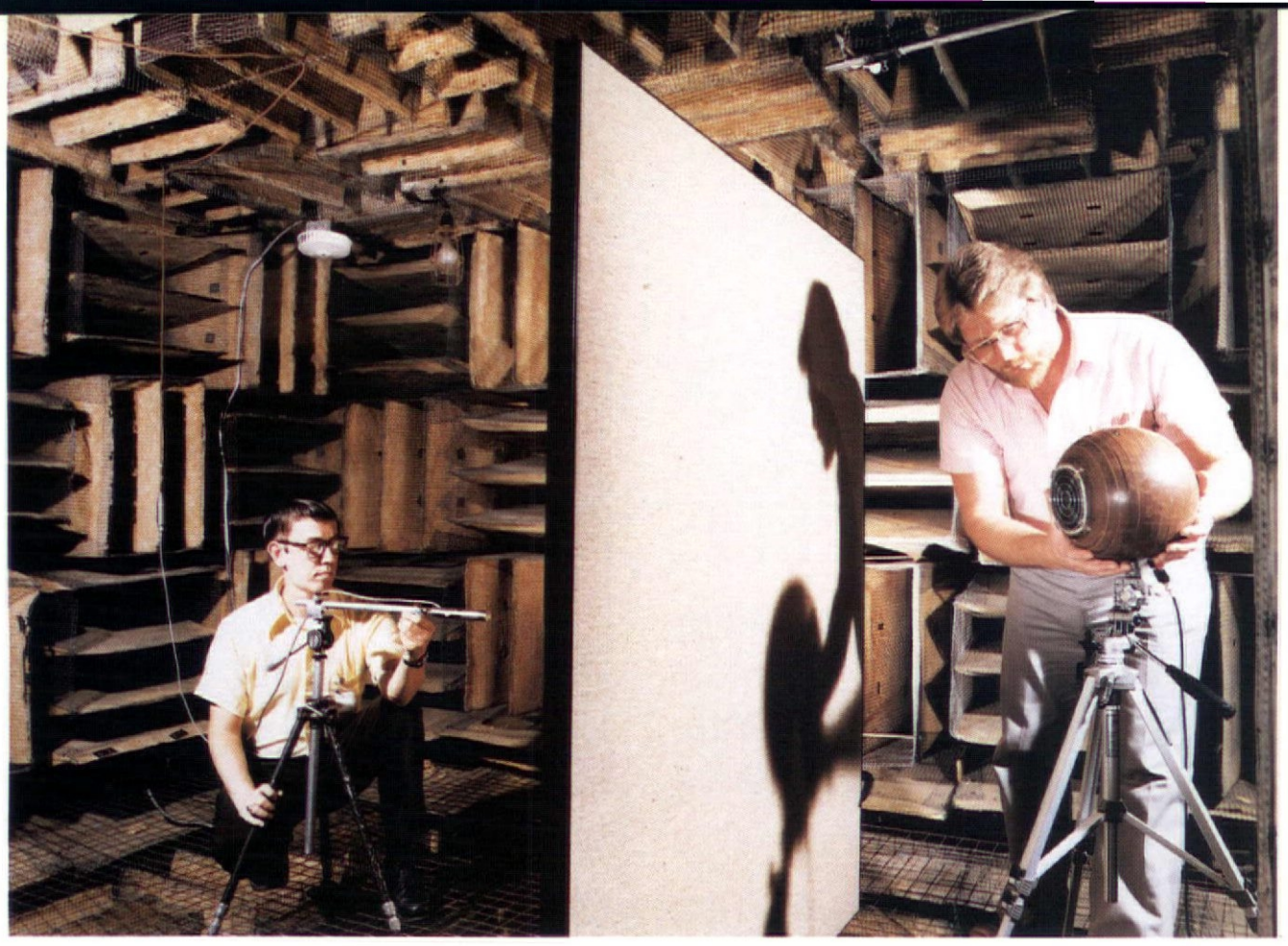
R&D backs industrial design

In the meantime, Bob Mohr, director of research and development, heads up Steelcase's 44-person department which oversees the application of new technology and concepts. "Our function is to track information, synthesize it, figure out what to do, and feed the results to the industrial design people."

Computer technology, wiring, and networking are among the issues Mohr feels will affect office design in the future. He points to organizational structure and design, demographics, facilities, and a holistic approach to design as areas of study. "Organizations will be paying more attention to people and there will be a greater interest in the quality of work life," he says. "The workforce will be older as baby boomers age and there will be more women." As a result of the aging workforce, Mohr believes that companies will have to pay more attention to employees' needs regarding hearing, vision, and tolerance for temperature swings.

As far as facilities are concerned, Mohr feels that there will be more conflict in lighting design as the need for outside sources increases. "Office parks are a trend right now," he states. "And the office in the home is not working, because people need social contact." Although he sees a balance of open and private offices, he feels there will be a slight shift towards the latter. Much has already been said about "intelligent" buildings, and Mohr feels that this will continue to be an important issue. Finally, he thinks that researchers can improve office design by taking a holistic approach and looking at the total environment.

As one of the country's top R&D investors in 1985, Westinghouse Furniture System's parent company, Westinghouse Electric Corporation (1986 sales: $11 billion) sponsored nearly a billion dollars worth of research. In addition to that funded by Westinghouse's own operations, this figure includes government and other customer-sponsored research. The company's primary facility is located in Pittsburgh, Penn., at the Westinghouse Research and Development Center. Over 1,500 em-



Model of Steelcase's $70 million Corporate Development Center (opp. page) in Grand Rapids shows pyramid-shaped design. The building is scheduled to open in the fall of 1988. Westinghouse lab technicians set up an open plan office panel (above) for acoustical testing in the anechoic room at the company's R&D Center in Pittsburgh, Penn.

ployees work at the Center which services all of Westinghouse's "business units," including the systems furniture division. The seven main areas of research at the Center are: chemical science, engineering, applied science, electrical materials, solid-state science, engineering and solid oxide technical ventures.

Company executives feel that with such extensive R&D backup, Westinghouse Furniture Systems is able to provide customers with above-average resources and knowledge. "The R&D Center provides tools and expertise that far surpasses what we could provide as a single company or what is available to our competitors from their R&D operations," claims Jim Stein, vice president of marketing, Westinghouse Furniture Systems. "Investigations into areas ranging from acoustics, lighting, and electrical wiring, to white-collar workstation productivity issues allow us to improve and fine-tune our products to meet or exceed customer expectations."

One such product is WESPAN, the Westinghouse Speech Privacy Analysis computer software program, which took 10 years to develop. According to Jim Moreland, manager, acoustics and noise control research, Westinghouse Electric Corporation, WESPAN calculates the degree of speech privacy in open plan atmospheres. By inputting information on an office layout, along with acoustical characteristics of the walls, floor, ceiling, and workstation, WESPAN can analyze the components and make recommendations for optimizing speech privacy. The program is available to all Westinghouse customers, but will work with any furniture system.

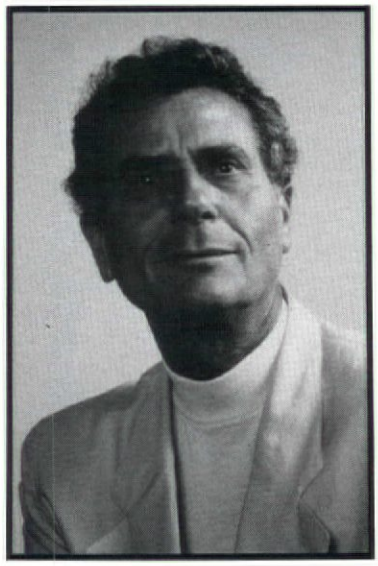
At Westinghouse Furniture System's facility in Grand Rapids, Mich., 25 persons work in the research department. There Gene Bryson, manager of engineering and technology, directs research on acoustics, power and communication, human factors, and materials. "The people at the corporate facility in Pittsburgh offer us consulting services and come up with proposals for us, as well as vice versa," he says. "We are concentrating our efforts in the office automation area, how to handle all the peripherals and cabling, and the growing demand on systems, noise control, and electrical power."

Office of the future is now

By now it is clear that the "office of the future" is not going to look much different from the office of today. In fact, most of the experts surveyed agree that although there is a push towards wireless communication, freestanding desks will not replace open plan systems. The research efforts of these companies are primarily directed at solving the burning issue of integrating technology with design. No doubt there are many more new products and ideas that manufacturers are keeping under wraps. For the record, Herman Miller, an industry leader known for its extensive research and design innovation, declined an interview for this story. At any rate, it is evident that whatever is spent on research and development for whatever reasons, it is the customer who ultimately benefits. □

PRODUCT THINK-TANK INNOVATES FOR FUTURE NEEDS

New company headed by Larry Lerner, president emeritus, Environetics Intl., conceives dream products



"Mega Erg...is an outlet for unfettered, unconstrained, creative improvement of the workplace environment."—Lerner



The Mega Erg team (l. to r.): Allen Pu, Maria Green, Lawrence Lerner, David Lee, Steve Diskin, Victor Osaka, and Robert Lakes. Not pictured are Katherine Bennett, Ahde Lahti, and Amrit Kaur. The creative process is pictured opp.

Larry Lerner is a man with visions. Having built Environetics International into one of the foremost office interiors firms of our time, Lerner is now pursuing his conceptual dreams with Mega-Erg Inc., Beverly Hills, Calif., a privately funded research and development organization devoted to the improvement of the workplace environment no matter where it is located.

The purpose of Mega-Erg, says Lerner, who also serves as chairman emeritus of Environetics and is a charter member of the Interior Design Hall of Fame, is to invent—not manufacture—products that are both ergonomic and esthetically superior to existing products.

Though secrecy surrounds the group's ideas, Lerner is willing to discuss Mega-Erg's direction.

"We're concerned with environmental improvements in such areas as acoustics, fresh air, and lighting," he says. "We're also concerned with integrating computers into the workplace. We're not concerned with creating specific items of furniture.

"For example, one of the problems associated with working at a desk all day long is poor circulation in the legs. Legs come in all different lengths, and to simply provide a worker with a footrest does not rectify the problem. So, on the question of discomfort, we might invent a type of footrest that would also provide physiological benefits."

Eye on open plan

Open plan is another area under exploration by the professional think-tank. "Open plan has had all kinds of problems over the years," explains Lerner. "There are a great many needs in this area that are unfulfilled—particularly in relation to privacy."

The firm's president further notes that Mega-Erg staff members



attended NEOCON in June to see what was *not* being shown. They returned to the Beverly Hills office with a list of 20 items.

Currently, Mega-Erg has a menu of 40 items, some of which are in prototype and have patents pending. Lerner is keeping a tight lid on product descriptions, but does say, "Many of the acoustic devices we're working on parallel improvements in engineering. The devices will also be esthetically important to the environment because they exhibit new forms."

Larry Lerner became involved with Mega-Erg when "a client who was feeding money into various non-profit sources asked me if I'd like to participate in improving the workplace."

The "Offices of the Future" schemes (CONTRACT, January issues 1982 and 1985) Lerner created during his career at Environetics, however, held the real key to his involvement. "Those schemes are my background," he says. "There's a whole roster of ideas that are in those concepts, and that's what made me visible to my initial clients.

"I can't see Mega-Erg experiencing the same sort of growth that Environetics did. Mega-Erg is different in that it is privately funded and its activity is primarily research."

Cleary enthusiastic about the future of Mega-Erg, Lerner describes the new company as "an outlet for unfettered, unconstrained, creative improvement of the workplace environment.

"We're a fast-thinking, fast-producing, close-knit group of people who share ideas and skills all day long. We are operating in an ideal ivory tower atmosphere, devoid of corporate, fiscal, and political constraints. We are able to design things without second-guesses from those whose motivations are other than optimum."

Conceived as a professional "think-tank" devoted to improving the working environment, Mega-Erg began operations last year with six innovators from the architectural, mechanical, electronic, and product engineering fields. Since then, it has added three new staff members.

Its staff includes: Larry Lerner, president; Stephen Diskin, executive vice president; Katherine Bennett, Robert Lakes, David Lee, and Victor Osaka, industrial designers; Allen Pu, mechanical and electrical engineer; and Ahde Lahti, product designer/graphic artist. Maria Green serves as patent researcher and Amrit Kaur, as research assistant.

The privately funded research and development group also retains the services of two consulting engineers. They are Paul Vernaklausen, acoustics, and John Daspit, electronics.

No desire to manufacture

Mega-Erg's plans include the accumulation of an inventory of patent-protected designs during 1986, '87, and '88. These designs will be in the area of biotechnology of systems furniture and electronic transactions, as well as acoustics, illumination, and HVAC environments. As they are developed, Mega-Erg will make patent licenses available to prospective manufacturers and will not manufacture itself.

Uninterested in manufacturing the ideas it produces, Mega-Erg, says Lerner, is simply "creating a series of products that would be prototyped, manufactured by others through licensing, and thus made available to the contract industry."

Although no business affiliation exists between Mega-Erg and Environetics—or with any other company—the founder of both firms does not dismiss the possibility that Environetics could become a Mega-Erg client.

"If Environetics or any other design firm has a client that wants to use one of our products, we'll work with the firm and a manufacturer to try to make that happen. We'd love to have that link in place in the future." □



Illustrations by Rafael Heres

Illustrations using colors from the CAUS Interiors forecast (left-hand pages) and Women's forecast (right hand pages) on the following spreads show the similarity between the two palettes for 1988.

GAP CLOSING BETWEEN FASHION & INTERIORS

1988/'89 color forecasts move away from primaries into neutrals

By **SARA O. MARBERRY**
Senior Associate Editor

Up until a few years ago, women's fashion and home furnishings led the contract market for color trends in the United States. But the tables have turned. Fierce competition among furniture and fabric manufacturers has led to a color "revolution" in the contract industry, which in turn has prompted many innovative styling and design directions. Today's contract color forecasts are indeed leading the residential market and may be ahead of fashion as well.

Upon examining the 1988/'89 Interiors and Spring 1988 Women's forecasts recently released by the Color Association of the United States (CAUS), one is prompted to ask, "which came first, the chicken or the egg?" They are strikingly similar. Selected by a panel of design experts from each industry last summer, both color cards emphasize the movement away from primary colors to more muted, tonal neutrals. Greens, yellows, and tinted neutrals (ranging from khaki greens to soft browns) dominate the Interiors forecast and highlight the Women's palette. Blue, blue-green, and various members of the red family (coral, rose, melon) are also prominent in both.

Gray and burgundy continue to be important in interiors, while black remains a constant in fashion. Members of both committees cited a trend towards whitened colors and yellow was singled out as being an important influence in interiors. The



accent colors on the Interiors card—gold, royal blue, shrimpy pink, teal, lavender—are taken straight from the Women's forecast. For fashion, the look will be tonal, diffused, feminine. In interiors, the feeling will be muted, upscale, elegant.

Taupe is the newest neutral

According to color consultant and Interiors Committee member Barbara Schirmeister, colored taupes are the newest groupings in the '88/'89 palette. Committee chairman Jack Lenor Larsen concurs. "York Bay Brown, a color last seen in the '50s, is a new rich, deep color," he says. "Bernadino Brown, a taupe, is a new lead neutral." Larsen thinks that taupes will lead into the next decade and may even surpass gray as the most important neutral. Browns are also seen as an important fashion color, in combination with white, or as tonal neutrals.

Margaret Walch, director, CAUS, is the first to agree that the two '88 forecasts are parallel, but cautions about translating fashion to interiors. "Apparel colors are not as rich or deep as the interior shades," says Walch. It should also be pointed out that the Women's card is made up of fabric swatches, while the Interiors card has flat and glossy paint chips. Nevertheless, Walch says that there is a merging of fashion taste with interior design. "The whole mauve and gray trend took place in contract first," she points out. "But whether one follows the other is almost irrelevant because the issue is really economic."

By this she means that because the money spent on interior spaces is much greater than that spent for a piece of clothing, interior designers can take fewer chances on color. So, it follows that the "newer" colors show up in fashion first. "In apparel, speed is of the essence," Walch says. "Things move much quicker—fashion designers are frantic by nature." But, she does believe that restaurant and retail design are most responsive to new ideas. "Americans have a tremendous interest in food and this translates into an interest in fashion and color in environments where food is served," she explains.

Furnishings more conservative

Larsen is surprised that the two palettes are so similar "Women's wear forecasts are traditionally high-style, new—fashion first, obsolescence second, " he emphasizes. "Furnishings are much more conservative because after all, interior spaces are background for people." Yet, he contends that the interior palette is changing much faster than it used to. "New trends are picked up more quickly," he says. "In the '60s, it took 10 years for interior colors to change." He believes that one discipline is not necessarily leading the other, but says that,



COLOR FORECAST

Italy still a strong influence

"Fashion works so much faster, so it can be more attuned to the marketplace." However, he thinks that fashion often takes its cues from interior design, referring to several early 20th century design shows in New York City museums recently. "We'll be seeing a dark/light contrast in fashion that we haven't seen since the '40s because of these shows," he states.

Comments Schirmeister, "Fashion does follow interior design sometimes—just look at the whole Memphis movement. We are definitely on the same wavelength." To prove that point, Schirmeister tells a story about a fabric she designed for Lee Jofa a couple of years ago. While the fabric was in production stages, she saw an advertisement in a fashion magazine for Giorgio Armani's fall collection that featured an almost identical pattern and coloration. "There was clearly no connection between the two, but it was surely a statement of two points of view coming from the same source," she relates.

Europe strongly influences American fashion & design

In general, experts agree that color and fashion theories originate in Europe. In recent years, the Orient and India have also been major influences. Many interior designers and stylists travel abroad to get ideas on color and pattern, and perhaps this is another reason why the gap between fashion and interior design is rapidly closing. Schirmeister looks in store windows of Europe for ideas. "Often at the Milan Fair there is no color inspiration, but up and down the Montenapoleone (a major shopping avenue) it's full of color," she explains. "I look in the shoe stores because leather is so avant garde in Italy." During her last trip to Milan, she noticed purple and purple-blues as being strong colors. "Purple has become the new neutral in Europe," she says.

Remarks Larsen, "Italy is the strongest foreign influence. It is the most progressive country for design and has learned how to market color and be more open to color." But even though Americans look to European culture for design and fashion ideas, times are changing. Says Walch, "The old statements are no longer true. For instance, the big fashion look right now in Europe is American collegiate, which originated here."

Nonetheless, both fashion and interior design get most of their ideas from Europe. This, in turn, has translated into two very similar industry color forecasts for 1988. The extent to which one actually influences the other is hard to determine. The abundance of color in our daily lives serves as a subconscious reminder of how things have changed and will continue to change. Says Larsen, "Color used to rain on us in the early 20th century. Now we're swimming in it." □



Taupe and rust are part of a new brown direction forecasted in The Wool Bureau's colors for 1987/'88.

Wool Bureau forecast emphasizes high-style

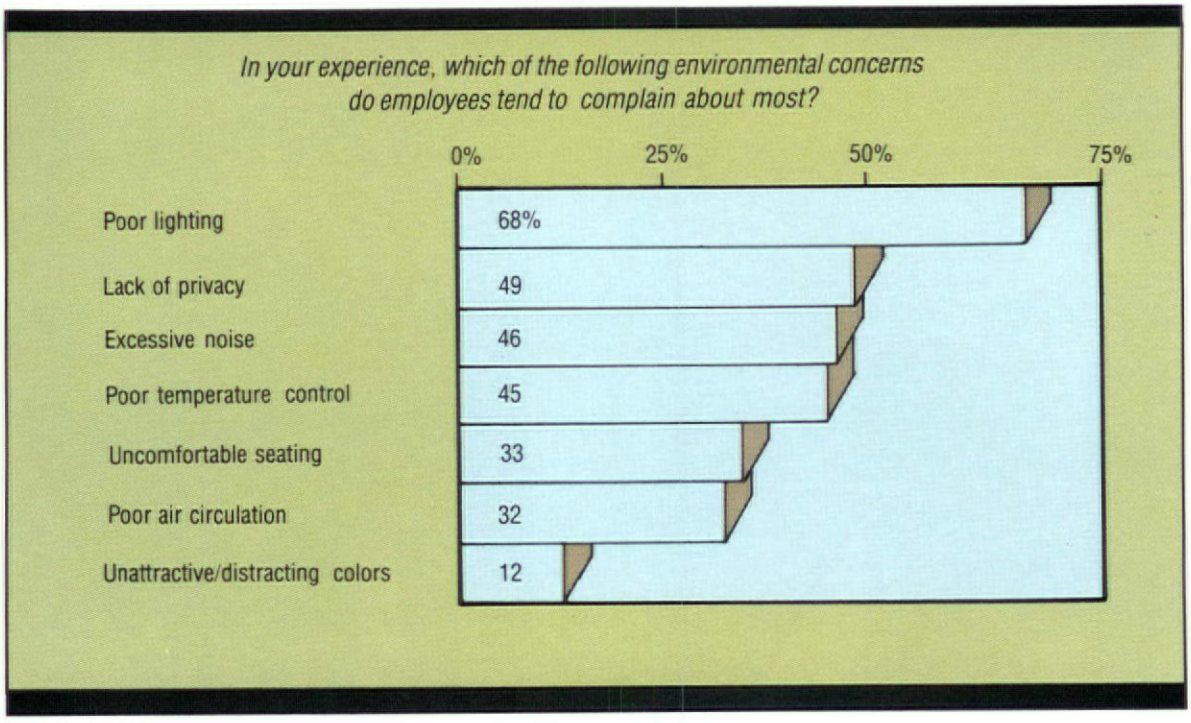
High-style, more texture, and sophisticated patterns characterize the 1987/'88 Interior Textile style and color forecast from the Wool Bureau, Inc. According to stylist Patrice N. White, the forecast parallels the direction of American architecture—today's searching art form that offers a departure from all tradition while embracing classic elegance.

White reports that the newest neutrals are grays that are moving into taupes. The elegance of taupe is complemented by coral, which will deepen to terracotta and brick tones as part of a new brown direction. Grays stay, as do mauves and purples that will take on a fresh look when combined with yellows. As in the CAUS forecast, White says that there will be an underlying yellow influence in tomorrow's colors.

Green, which is taking on yellow and blue influences, is becoming important again. A somewhat grayed, more elegant blue is also returning. Warm, mid-value colors influenced by yellow and red will dominate the overall color palette. Yesterday's jewel tones will now be accents, affecting the new midtones.

She emphasizes that as more natural materials are used in contract interiors (especially wood), designers and architects will find the new shades readily compatible. Heathered wool-tweeds are among the new textural approaches that will be introduced. In 1988, colors will be used in these soft mixes and also as solids to give the effect of neutrals. The colors may be used to offer patterns with the ease of solids. White asserts that this look is subtly textural, ideal as a background for pattern, or a design motif.

Sophisticated texture will continue to be very important. Thick and thin yarns, and in carpets, freize or saxony yarns will be combined to achieve texture. Pearlescence, lurex, and silk foils may also lighten up textures. Comments White, "There's no question that the subtle new colors, warm textures, and return to classic elegance of the next few years will set a relaxed, yet upscale mood that the public will be comfortable with." —*S.M.*



LIFE SAFETY ISSUE GROWS IN ASID POLL

Designer/client priorities differ, but both recognize health & safety concerns in environment

By **LEN CORLIN**
Co-publisher/Editor

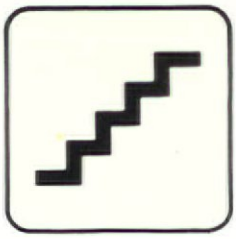
Fire and life safety concerns and environmental issues will have a significant impact on contract interior design during the next five years, according to an overwhelming number of American Society of Interior Designers (ASID) members participating in a national survey recently.

Organized and conducted by the ASID, the poll reached out to 2,470 ASID professional members across the country to find out what effect environmental design considerations will have on contract projects. Randomly selected from the ASID membership roster of designers doing contract work, respondents returned 599 usable questionnaires, for a highly credible 24 percent response.

An impressive 76 percent of respondents believe that there will be more government regulations concerning fire and life safety in the next five years. Seven out of 10 designers report they are now more likely to specify products that promote health and safety than they were five years ago.

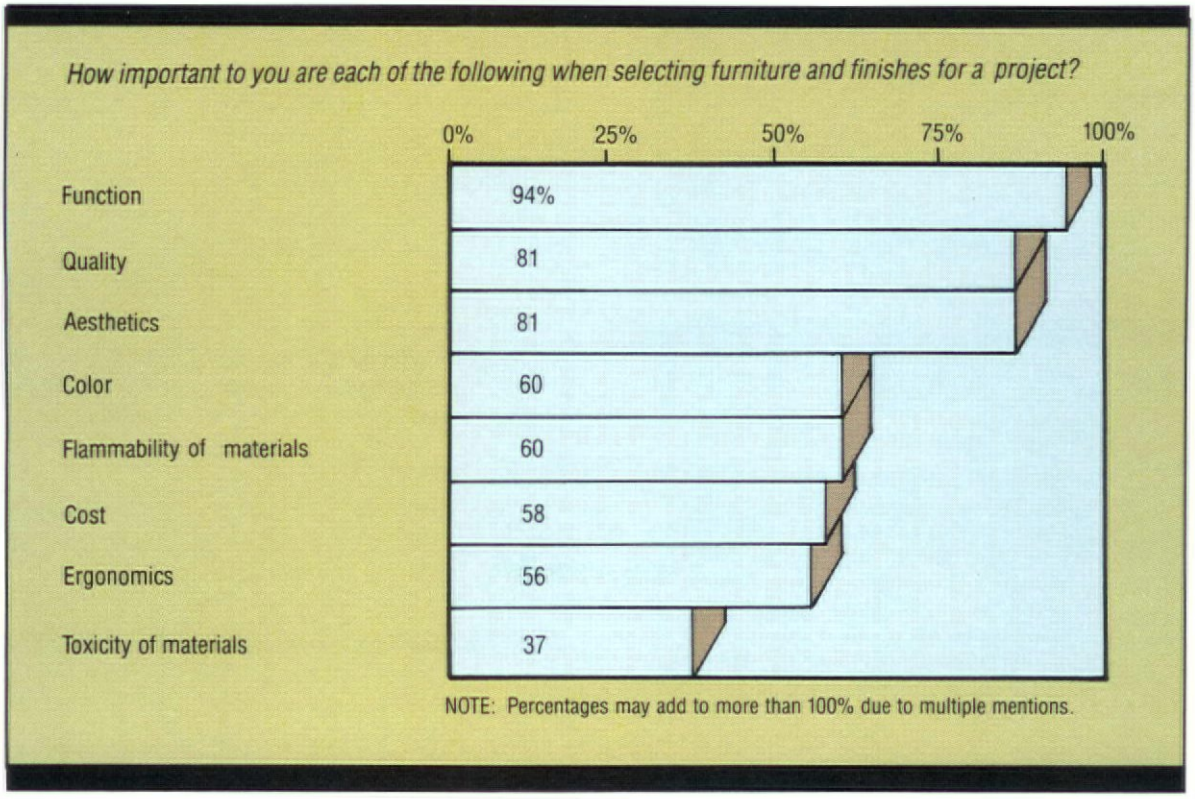
In addition, while the poll reveals that the vast majority of designers (93 percent) report that they are more aware of environmental design considerations—lighting, acoustics, ergonomics, for example—it also indicates that most clients are not. Nor are clients as concerned with flammability and toxicity issues.

However, clients exhibit more sensitivity to the importance of









acoustics as a key design element, than do designers. Forty-eight percent of clients, versus 42 percent of designers, rate acoustics as one of the most important design elements. A total of 12 other elements are deemed more important by designers than they are by their clients, with the highest number of designers identifying lighting as the most important. A total of 74 percent of designers, as opposed to 45 percent of clients, indicate that lighting is the most important design element. Designers rate Traffic flow as being next in importance; 66 percent of designers rated this category most important, as against 49 percent of clients.

Only 15 percent of clients think that flammability resistance of materials is most important, as compared to 47 percent of designers. Ergonomics is rated most important by 41 percent of designers and by only 25 percent of clients. Color is important to 40 percent of designers and to only 28 percent of clients. Toxicity of materials ranks important to 5 percent of clients, and to 29 percent of designers.

Which issues need more planning?

Working with a list of eight environmental design considerations, designers were asked to identify the elements which require the most planning. Space planning ranks first at 78 percent, lighting second at 75 percent, and noise pollution third with 34 percent of respondents indicating that this area is most difficult to plan.

Probably because older facilities are harder to refurbish and adapt to new health and safety standards, 91 percent of the sample reported that it is easier designing to promote health and safety in new interiors.

From highest to lowest, the elements cited most often as causing problems in remodels and renovations are: air circulation/indoor pollution, 63 percent; traffic flow, 46 percent; and temperature control, 45 percent.

Sixty-eight percent of designers cite poor lighting as the most frequently heard complaint from employees. Another area of employee dissatisfaction mentioned by nearly half of the surveyed designers (49 percent) is lack of privacy. Excessive noise is cited as a problem by 46 percent and poor temperature control by 45 percent of employees.

Emphasis on fitness is indicated by 31 percent of those polled, who say their clients had requested that fitness centers be included in their new space designs.

And, nine out of 10 designers (92 percent) report that their clients had requested designs for employee lounges.

Two-thirds of designers polled note that designing to address environmental considerations imposed some restrictions on creativity. However, a majority were able to overcome environ-

Indicate which of the following environmental factors require the most planning.

Space planning	78%
Lighting	75
Noise pollution	34
Color	21
Air circulation	20
Privacy	19
Temperature control	15
Smoking/non-smoking areas	6

NOTE: Percentages may add to more than 100% due to multiple mentions.

How often have clients identified the following health problems as specific considerations in a design project?

	"Frequently"/"Sometimes" identified as a design consideration
Eyestrain	74%
Backaches	62
Headaches	39
Allergies	16
Bacterial infections	8

When it is an elective situation, do your clients balk at spending the money to increase health and safety measures?

Yes, usually	14%
Yes, sometimes	66
No	20

LIFE SAFETY

Design increases cost

mental restrictions, inasmuch as 69 percent report they never had a client question an environmentally sound design plan because of esthetics.

Of respondents, 60 percent report that designing to ensure health and safety *sometimes* increases the cost of a project; one-third indicate that environmental concerns *always* increase such costs.

Design costs increase from 25 to 50 percent

Only three percent of designers cite cost increases of more than 50 percent. Fifty-nine percent indicate that environmental concerns increase the cost of a project only slightly—25 percent or less.

After installation, concern for both the client and job is exhibited by four out of five designers participating in the poll. They indicate that they "usually" or "sometimes" conduct post-occupancy evaluations. A majority of respondents report that these evaluations are typically conducted within six months after a design project has been completed.

According to the ASID, the study demonstrates that environmental issues and fire and life safety concerns have a significant impact on contract interior design practice by professionals. Not only are designers giving far greater consideration to these environmental concerns than they were five years ago, but their clients have, in fact, become more aware of the importance of environmental design issues.

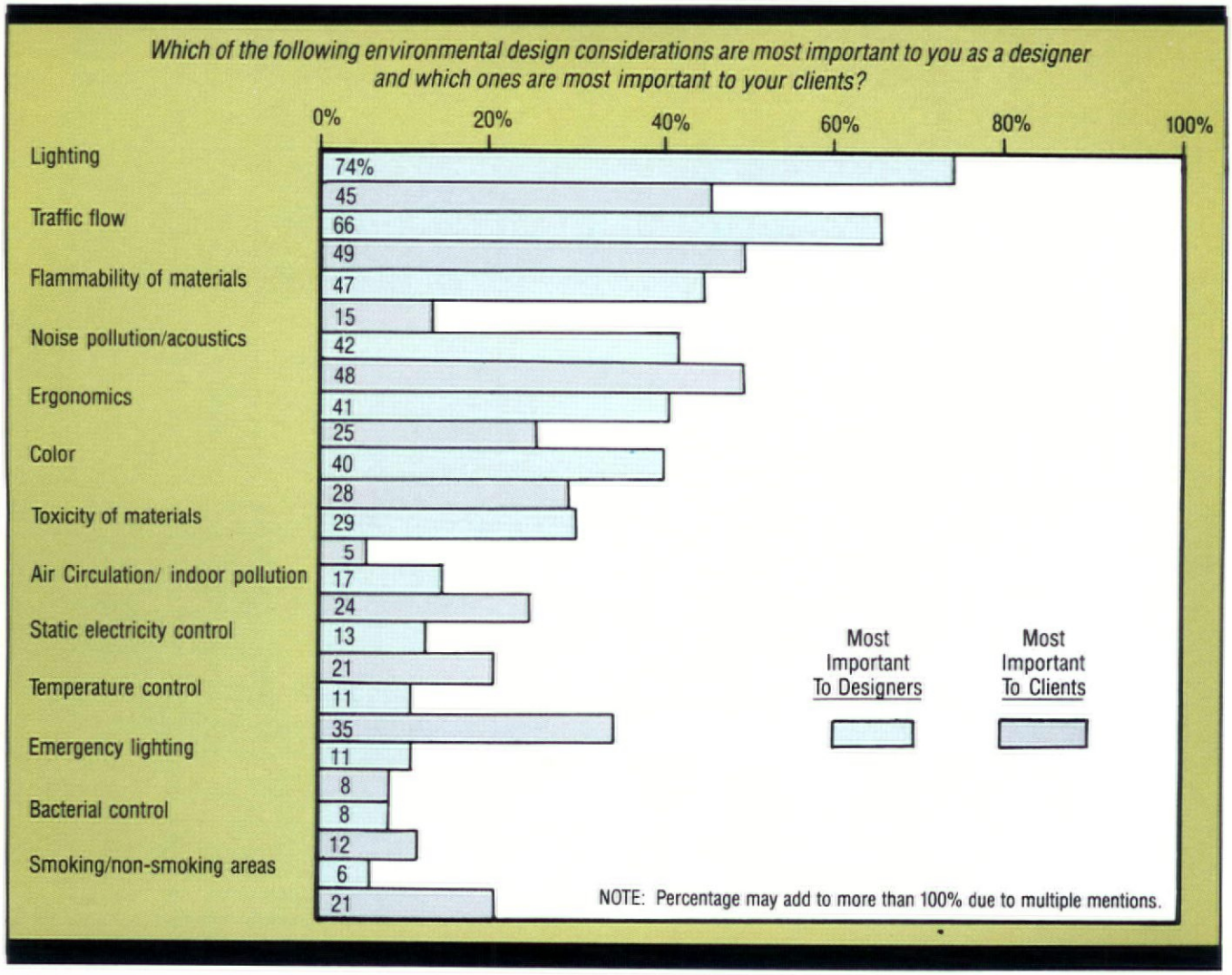
"Moreover, as clients' awareness of environmental concerns has increased," the report continues, "the role of the contract designer has evolved from educating and informing clients to developing a workinig partnership with clients in the introduction and implementation of environmental designs and products.

"This designer/client partnership is likely to continue as designers report that they anticipate more government regulations concerning fire and life safety issues."

Clients willing to trade off

The study further suggests that addressing environmental concerns may, in some cases, restrict designers' creativity, increase the cost of a project, and diminish esthetics. However, designers report that most of their clients understand the importance of environmental issues and are willing to make the necessary trade-offs.

As today's workplace has become more technology-oriented, the need for a more "humanized" work environment has emerged. One indication that designers are striving to make



the workplace "high-touch" in the midst of "high-tech" is that they are designing more employee lounges, fitness centers, and daycare facilities. These types of facilities, says the report, are now being seen as employee "perks."

"A well-designed work environment can contribute positively to worker morale, help attract new employees, and, in the end, increase worker productivity, as well as help retain employees on a long-term basis," the report elaborates.

Two challenges to the contract space designer can be drawn from the report's findings. The first is a challenge facing both contract designers and product manufacturers: to design interiors that are both environmentally sound and esthetically pleasing. The second challenge postulates that whether or not the government mandates more stringent fire and life safety codes, the successful contract designer must be able to respond to the changing contract market with technological expertise needed to design safe and environmentally sound interiors.

Brouillard Communications, a division of the J. Walter Thompson Company, conducted the survey for the ASID to determine the effect of environmental design considerations on contract projects. It was conducted with a specially-devised four-page questionnaire sent to 2,470 ASID professional members who do contract work. The designation "professionals" excludes ASID members who are associates, affiliates, students, teachers, or members of the press.

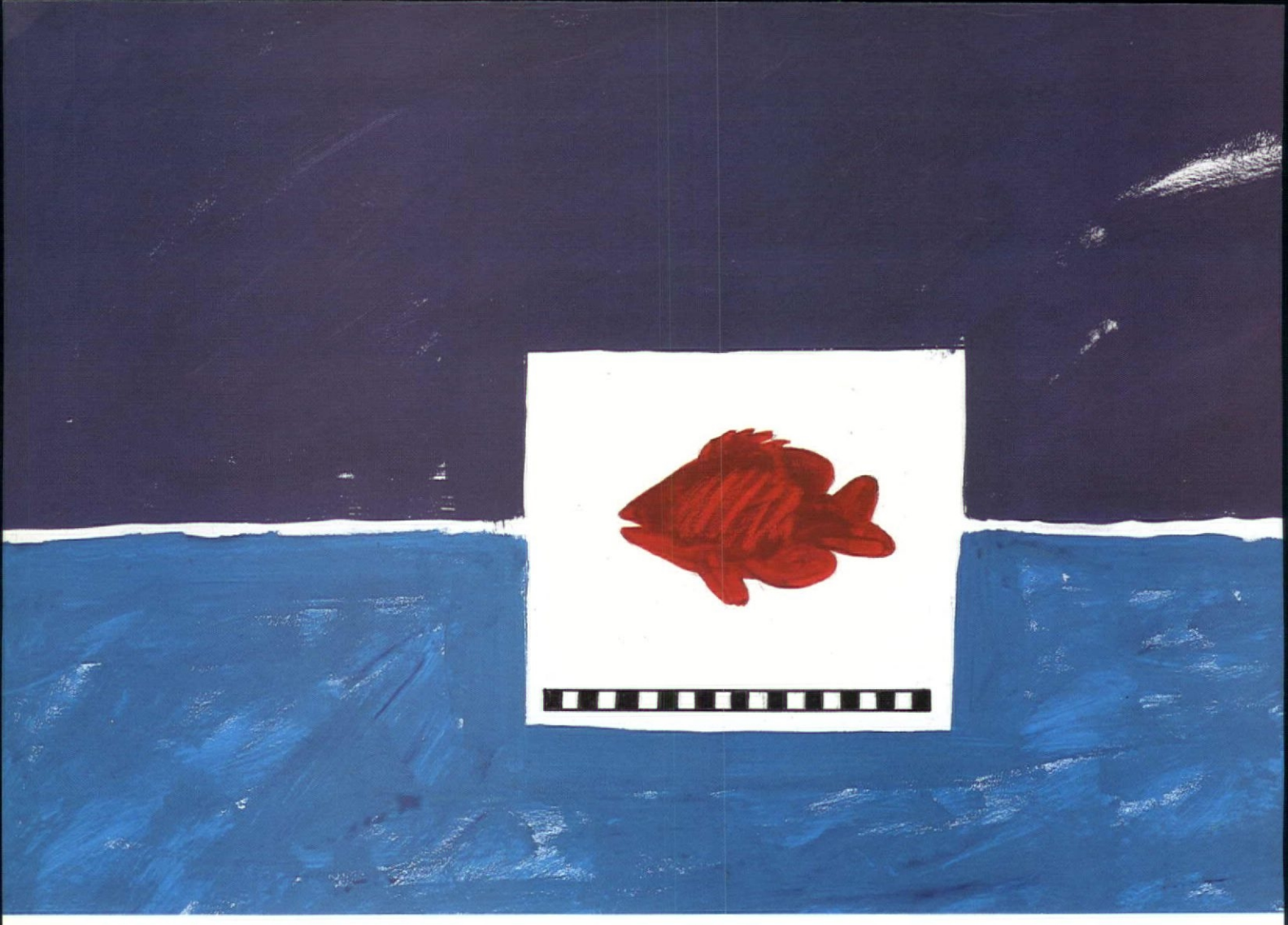
When 599 usable questionnaires were returned by deadline (24 percent of the almost 2,500 member universe), all questionnaires were tabulated by an independent data processing firm.

Forty-four percent of respondents were employed by interior design, architectural, or retail firms. Forty-one percent were self-employed. Seven in 10 respondents worked in firms that employed no more than 25 people. Two-thirds of respondents had been designing for more than 10 years.

Twice as many designers in the South (43 percent) responded to the survey as did designers from the Northeast (17 percent), the North Central states (20 percent), and the West (20 percent).

The report outlines specifics on the percentage of total contract projects worked on by respondents, total square footage of contract projects in 1985, square footage of average '85 contract project, total dollar volume of interior design fees in '85, total dollar volume of furniture/furnishings specified, and location of respondents' firms, among other details.

Copies of the survey are available from the ASID at a cost of $25. Either **Circle No. 250** at the back of this issue, or write directly to the American Society of Interior Designers, 1430 Broadway, New York, NY 10018. □



ACQUISITIONS REFLECT CONSOLIDATION OF MARKET

Experts address gains and strategy

By **EILEEN MCMORROW**
Assistant Editor

For the contract market, the end of 1986 brought a rash of industry acquisitions, two internal corporate mergers, and some marketing alliances. The acquisitions trend for the most part reflects the maturing of an industry where many smaller companies can now gain from research and development facilities, newer equipment, and better technology of larger companies through consolidation.

The speed with which the latest acquisitions happened may have been the result of a fast-paced marketing strategy or the desire to accrue advantages from the capital gains tax which changed with the new year.

More balanced product lines, improved distribution, efficient production, and product innovation are among the benefits of corporate acquisition and merger. Highlighted here are some of the significant consolidations experienced by the industry recently, along with comments from expert observers on the acquisitions trend.

Many industry spokesmen actually consider two significant mergers to be consolidations, as they occurred under the auspices of parent companies. The first is **Corry Jamestown's** consolidation with **Hiebert** Inc. Both companies are owned by Hon Industries, of which the new company, **Corry and Hiebert,** will become one division.

The second involves **Westpoint Pepperell's** Carpet and Rug Division consolidation of the **Cabin Crafts** and **Walter Carpets** marketing and sales organizations under the name Cabin Crafts.



Serving the contract market's upper end, the newly merged Corry and Hiebert will be able to furnish from the level of "corner office" to executive suite without eliminating any products from either line. Corry, a manufacturer of steel-based office panel systems, casegoods, and seating, complements Hiebert's wood-based office line.

"We have the same distributors, dealerships, markets, and design centers, and now both companies will share economies and talents as one," says Nigel M. Ferrey, president of the combined entity.

This consolidation represents a marketing benefit to the firms involved since duplication of marketing and distribution will be eliminated.

Marketing benefits result

According to Ferrey, Corry and Hiebert's Dallas location will make it easier to do business coast-to-coast. "We're building a management team here," he says. Already, Corry and Hiebert is reaping the benefits of consolidation in the company's enriched product development plans. A new system will be introduced at NEOCON; Charles Pelly will design new seating for Westweek, Los Angeles; another system is scheduled to develop within 10 months; and a major design team effort is being funded for a 1988 line.

The Cabin Crafts consolidation, meanwhile, was primarily motivated to produce "a more dealer-oriented marketing and sales organization," according to Donald W. Kuhn, president, Westpoint Pepperell's Carpet and Rug Division.

"The consolidation of our functions into one direct-selling line under Cabin Crafts will enable us to concentrate our efforts on bringing the newest products and programs to our dealer organization," said Kuhn at a press conference in New York last November.

Lines more balanced after acquisition

Offering a case where a furniture systems company seeks to round out its product line with high-end, contemporary wood desks and casegoods is **Herman Miller's** acquisition of the **Helikon Furniture Co.,** headquartered in Taftville, Conn.

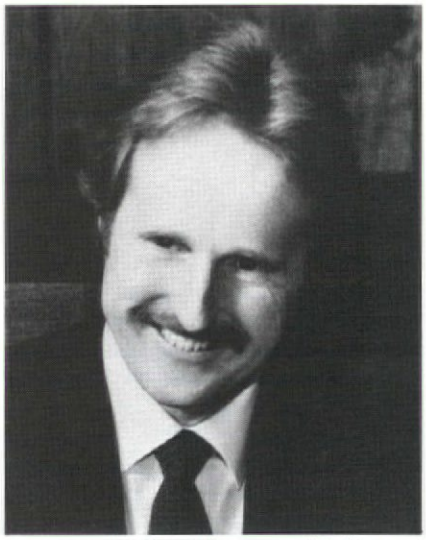
"Wood will outpace other materials two-to-one," according to Fred Seeman, Helikon president, who views the amicable acquisition as a sign of industry maturity.

Helikon respected Herman Miller and recognized the growth opportunity offered through such a partner. It will operate as a wholly-owned subsidiary of Miller, maintaining its entire management team. "Our respective management teams are excellent, and working together will give us both a competitive edge. We're hoping to develop new wood products," says Seeman. Miller insisted that Helikon's management team stay on, to the advantage of both firms.

Helikon products will be sold through Miller's Office Pavilion dealerships as well as through other selected sales arrange-

ACQUISITIONS

Industry maturity offers purchase options to firms



"We have the same distributors, dealerships, markets, and design centers, and now both companies will share economies and talents as one," says Nigel M. Ferrey, president, Corry and Hiebert, regarding the consolidation of the two firms under Hon Industries.

ments. Besides making the Helikon acquisition, Herman Miller was also active in the pursuit of two marketing alliances. **Novikoff Inc.,** a business furniture manufacturer, will now distribute products through Office Pavilions and selected Herman Miller dealers. And, **Meridian Inc.,** manufacturer of metal casegoods, file, and storage systems, will be distributed using the same method.

In general, acquisitions serve to benefit the market economically. Smaller firms receive a needed growth opportunity by joining larger companies; the latter also benefit from the expansion of product lines and increased sales. Several manufacturers acknowledged that in a difficult economic climate, mergers help offset the effects of lowered sales when end-users become more budget-conscious.

For **Charvoz-Carsen,** an ergonomic seating manufacturer in the mid-to-high end of the market, the acquisition of **Stendig Intl.,** a high-end, high-style A & D-oriented manufacturer of contract furnishings, offers just such an expansion in product offering to enhance the firm's competitive strength in the marketplace.

"While each company has its own image, one brings strength to the other. Charvoz-Carsen's strength has been in marketing and distribution; Stendig's in high-style furniture serving the A & D community," says Claude Bernard, senior vice president and chief operating officer for U.S. operations, Charvoz-Carsen.

Stendig offers a twist to Charvoz' normally conservative contract offerings because of its unusual and unique designs which were acclaimed in Europe. Charvoz becomes a major high-end seating manufacturer, with $30 million of gross revenues resulting from furniture sales.

Similarly, in the category of fabrics, **Lee Jofa's** acquisition of **Groundworks** last April, was completed due to Jofa's desire for a contemporary fabric line which did not conflict with any of its existing products. "Having an additional product to distribute through our showrooms and marketing department gave us a competitive edge in terms of expanded design. We can offer to clients a greater range of product than our competition," says Bill Roschen, president, Lee Jofa.

The acquiree often finds itself in a very comfortable position because the acquirer becomes responsible for handling administrative procedures, purchasing, production, marketing, sales training, and communications. Says Pat Green, founder of Groundworks, "I once again have time for the creative end of my work, and freedom to grow in creative directions."

Affects industry across-the-board

In the lighting industry, **Koch & Lowy,** a lighting firm in Long Island City, N.Y., was, at press time, proceeding toward an agreement involving acquisition by **Chartwell,** a Carlstadt, N.J. firm specializing in lighting, design, and high-end furnishings.

"Koch & Lowy was selected due to its fine reputation in contemporary lighting which complements the other companies in our firm. It gives us a chance to make a total offering to the contract market," says Ernest Lawrence, president, Chartwell. He revealed that one of the main motivations in the

acquisition was changing tax laws, and his firm, which was considering Koch & Lowy for a while, thought it was best to acquire before year's end.

"Industry fragmentation needs consolidation. The immense number of companies in interior furnishings dictates this kind of activity. Now that the large companies are spoken for, and the arena has narrowed, Chartwell will focus on high-end design," Lawrence explains. With the flurry of acquisition activity, Lawrence notes that some negative aspects arise when companies driven by design and creativity suffer if acquired by a larger, more systematic company. "Chartwell maintains design, creative, and entrepreneurial rights of any firm acquired," he says.

Thomas Lowy, president, Koch & Lowy says that access to capital makes future growth easier, which is exactly what small entrepreneurs need. "The competitive edge helped in many ways, because groups of companies with varying levels of expertise can be helpful in a network sense," says Lowy.

One acquisition attempt which surprises many industry authorities was that of **GF Furniture** and **Allsteel.** Still in the "due diligence" period at press time, Allsteel, a manufacturer of office furnishings systems which was bought by RCA in 1980 and then sold to a group of private investors in 1983, has now received a letter of intent from GF. The similar product lines of these companies serve similar markets.

"It will be a merger of two companies with product synergy. A discontinuance of product line with one company or the other is a possibility, because of the similarities," acknowledges Robert Evans, president and CEO, Allsteel.

In the hardsurface flooring business, **Armstrong World Industries Inc.,** manufacturer of floorcoverings, ceilings, and interior furnishings, has signed a letter of intent to acquire a Summitville, Ohio company, **Summitville Tile Inc.,** manufacturer and marketer of ceramic floor and wall tiles. The company has also signed a letter of understanding to purchase a majority equity position in **Forms + Surfaces Inc.,** Santa Barbara, Calif. Both companies will operate as subsidiaries of Armstrong, retaining established management teams and presidents.

Collins & Aikman, a New York-based manufacturer of specialty textile and wallcoverings for commercial carpet and upholstery, has a definitive agreement to be acquired by **Wickes Companies Inc.,** manufacturer of building materials and home furnishings. This acquisition was expected to have been achieved by the end of last year, pending stockholders final approval.

PCI/Tandem is a new company formed when **Panel Concepts Inc.** acquired the assets of the **Tandem Group.** PCI/Tandem is fully manufacturing and marketing the Tandem line of casegoods, seating, and wood systems.

At press time, **Fieldcrest Cannon Inc.,** manufacturer of home furnishing textile products, and also owner of **Karastan's** carpet and rug division, had announced an agreement in principle to acquire **Bigelow-Sanford Inc.,** manufacturer of a wide variety of broadloom carpets for residential and commerical use. The negotiation was still subject to execution of a definitive merger agreement and required regulatory approvals. The develop-



"Our respective management teams are excellent, and working together will give us both a competitive edge. We're hoping to develop new wood products," says Fred Seeman, Helikon president, in regard to his company's recent acquisition by Herman Miller, Inc. Seeman is seen shaking hands with Edward R. Simon, Jr. (left), president, Herman Miller, Inc.

ACQUISITIONS

Contract White Paper analyzes implications



"While small- and medium-size companies have always competed on a relative level, acquisitions will change their position in the marketplace," says Stephen Channer, executive director, BIFMA, commenting on corporations increasing in size through acquisition.

ment represents the latest Fieldcrest acquisition, preceded in January, 1986 by the company's acquisition of **Cannon Mills,** giving Fieldcrest leadership as a domestic linen supplier.

Steelcase cited as acquisitions pioneer

Many manufacturers involved in recent acquisitions mention **Steelcase Inc.,** as being one of the first industry acquisition movers due to its 1985 takeover of **Stow & Davis,** preceded by the acquisition of **Vecta Contract.** In a sense, Steelcase cleared the way, allowing large acquisitions to become acceptable in the contract field.

Says Bob Pew, chairman and chief executive officer, Steelcase, "Many of the specifiers and customers involved with the contract furnishings industry are demanding that office furniture manufacturers offer greater depth and breadth in their product lines, design newer products more quickly, and provide a vast array of computer-assisted services."

"That emphasis on comprehensive capability is creating a big climate for enhanced research and development, more efficient production, and more timely and targeted product offerings which can possibly be aided through mergers and acquisitions," Pew concludes.

Concurs Stephen Channer, executive director, BIFMA, "While small- and medium-size companies have always competed on a relative level, acquisitions will change their position in the marketplace." He added that corporations increasing in size through acquisitions will develop a stronger position and have more influence on dealers. "Dealer network and consolidation will be affected. We just have to wait and see how successful these activities will be," says Channer.

Role of tax advantages disputed

Art Williamson, director of office and contract furnishings with the National Office Products Association (NOPA), does not believe that the tax situation is a motivating factor in the number of acquisitions. "Acquisitions show that one company recognizes another's valuable resources, and it becomes a joint effort, where both firms gain," he says. However, he also expressed that the important role played by smaller companies as trend setters permitting experimentation is being threatened by corporate takeovers.

"Acquisitions," he says, "enable manufacturers to acquire products not currently offered in their own lines. Metal fabricators increasingly want more wood casegoods, and quickly expand by purchasing a company already in the business, rather than starting up a new manufacturing process."

Taking a stronger point of view on the relation of the tax situation to acquisition activity is Manny Steinfeld, president, Shelby Williams. "The accounting treatment of a company changes in 1987, reducing the opportunity for favorable marketplace acquisitions," he explains.

"The next consolidation and acquisition phase in the industry will be initiated by Japanese and European firms which will buy American companies due to the strength of their foreign currencies," forecasts Steinfeld, commenting on this trend.

Commenting on the effect of mergers and acquisitions on furniture dealers, Larry Itkin, treasurer and partner, Furniture Consultants Inc. (FCI), the largest furniture dealer based in New York City, notes, "Dealers carrying one of the big three manufacturers—Herman Miller, Steelcase, or Knoll—are likely to benefit greatly from acquisitions, while others will get hurt," he says. But, more importantly, he stresses that the manufacturer has the best opportunity to grow in a consolidated market.

Discusses mega manufacturers

The semi-annual *Contract Furniture Industry Forecast* (CFIF), completed by the Business Products Consulting Group (BPCG), based in Centerport, N.Y., discusses the implications of consolidation in the market and the development of the mega manufacturer in its 1986 White Paper. The analysis discusses the effects of consolidation on manufacturers, competition, dealers A & D professionals, specifiers, and end-users.

According to the study, manufacturers are suffering from lethargy and are not responding to the pressures of mega manufacturing, the "total solution" manufacturing concept which emerges as a result of acquisitions. A new market concept poses these choices: to ignore the little guys (very dangerous); to develop competitive solutions (very costly); or buy the little guys (not a bad idea). The study reveals that acquisition has emerged as a vehicle for developing visibility as a total-solution manufacturer.

Justin J. Thompson, managing partner BPCG, and management consultant for contract manufacturers, suggests that while the tax reform act has had a significant impact on firms' financial concerns, the act will also affect their marketing position. Although many firms rushed to be acquired by the end of 1986, it would have been better to wait until this year, and do it right.

"Some acquirers were stumbling blindly into some deals. We see large manufacturers actively, but not accurately, pursuing the market," says Thompson.

Among the many conclusions made about mega manufacturers in CFIC's White Paper, some long-term implications are worth mentioning. Several of the small-to-mid range open plan systems manufacturers competing in the trade will be reduced in market presence, share, and growth. Two or three open plan systems manufacturers will become casualties of the trade—too large to be acquired; too cumbersome to move quickly and acquire others; and too complacent to recognize the threat.

The research report suggests that some manufacturers will turn to direct selling; and some niche marketers will find the attractiveness of a mega-manufacturer too alluring to deny. Dealer relationships may change dramatically, with a reduction in trading of product between dealers. A nationwide dealer intermarket program not aligned with one specific manufacturer will probably emerge. And, re-manufacturing will pose a challenge to some open plan leaders competing with themselves through the presence of a refurbished product.

For further industry analysis on this topic, the White Paper can be obtained for a fee from Business Products Consulting Group, 24 Fort Salonga Road, Centerport, NY 11721.



"Acquisitions show that one company recognizes another's valuable resources and it becomes a joint effort, where both firms gain," says Art Williamson, director of office and contract furnishings, NOPA.

By **PAT BRADY**
Assistant Editor

RESOURCE COORDINATORS COMMUNICATE VITAL INFORMATION

Librarians provide essential services for today's designer/specifiers

What images does the word "library" conjure up in the mind of the average person? Dusty books, files of index cards, and a stern-looking librarian, perhaps. If that is the case, it should be noted right away that all interior design firm libraries, or resource centers as they are often referred to, do not fit into this stereotypical mold.

Librarians, or resource coordinators, play a critical role in communicating information to designers within the firm. They weed through piles of mail, decide which materials are appropriate for their particular resource center, and organize the materials into files.

Resource coordinators also create dynamic displays, informative bulletin boards, and programs designed to transmit product information to the design firm's staff. Many of them take on the task of writing an in-house newsletter as well.

The important role of the librarian gained visibility recently with the formation of the Association of Resource Specialists in New York; similiar organizations are being started in other cities. Such moves to promote the professionalism of librarians further dispel traditional images of the library and librarians.

Getting the message out

As librarians move to promote their profession to the industry as a whole, they are also taking steps to improve upon the internal communication that takes place within their own firms.

Judy Davison, director of interior design at FORMA, describes a "show and tell" of sorts which takes place weekly at the Seattle, Wash. design firm. Roseann Manning, FORMA's design resource manager, screens through daily piles of mail, and then on Friday she meets informally with designers to show them a selection of material that she feels is new and noteworthy. Only about a quarter of the mail actually reaches this stage. The remaining material is weeded down even further after Manning receives comments from designers on new products and literature. What information is left at the end of this process is stored in FORMA's computerized resource library.

Other librarians have created alternate approaches to informing designers about essential information. Bill van Erp, librarian, Gensler and Associates/Architects, San Francisco, explains several means of communication. In addition to standard bulletin boards, the Gensler library houses display cases with actual product displays which are changed periodically. Presently, Philippe Starck chairs are on exhibit in the design firm's resource center. In addition, hour-long seminars, planned by van Erp in conjunction with various manufacturers' reps, are given monthly.

Manufacturers' reps are an important conduit that supplies materials to resource coordinators, who, in turn, channel this information to designers at the design firm.

Jan Napier, Napier & Pettibon Ltd., a New York City-based rep firm, comments on her working relationship with librarians. She explains that as a rep, she may walk in and show one staff member in a design firm a new product, but there is no guarantee that the rest of the staff is ever going to know about it. However, she says that a librarian—a good librarian—can disseminate this information efficiently.

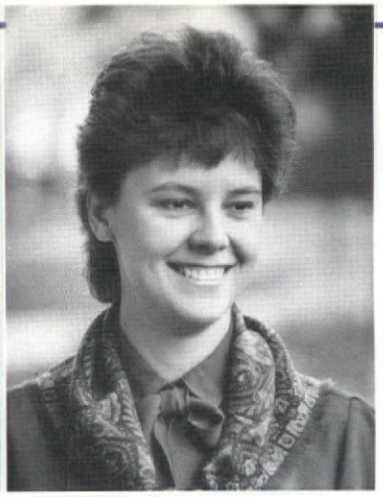
Qualified and well-trained library staff are harder to come by in smaller firms that do not have the financial resources of a larger firm. "Many firms staff their libraries with junior designers

FORMA's computerized resource library (opp. page) houses reference material and product information which is selected by the firm's design resource manager along with the input of designers.









Dorothy Granat, FCI's library services coordinator, (this page, far left) assists clients in updating firm libraries. Ian Haddow, principal, Re: Sources works with a client (center), and Susan Fink, his partner, (right) is also a part-time design student. Gensler and Associates/ Architects' San Francisco office is the site of the library opposite.

DESIGN FIRM LIBRARIES

Consultants aid in setting up resource materials

who are just itching to get away from the library and into design. They generally care little about the knowledge," Napier says.

In cases like this, outside sources such as dealerships and independent consultants can be of assistance to the smaller firm. Furniture Consultants Inc. (FCI), a New York City-based dealership, houses a library services department in its offices. This resource center, headed by library services coordinator Dorothy Granat, is available for use by FCI's clients. Small- to mid-size design firms, which either don't have a library or have a limited one, are most likely to take advantage of such a service. In addition to FCI's library itself, the firm also offers the valuable service of setting up and/or updating libraries for its clients.

Consultants lend expertise

Granat explains that sometimes when a junior designer, or even an office manager, is given the duty of organizing a firm's library, she will often be called in to lend expertise. She goes into the client's facility and takes stock of the materials they have and sees that they are up-to-date. If they are not, which is often the case, Granat contacts various manufacturers' reps, using her firm's line list as a basis, and asks them to work with the client regarding literature and product samples.

Granat can also recommend ways of organizing a library, including use of library cards to check out product literature and ways to set up cut-files or display product samples. In one case, she suggested that a firm build a gridded shelf to hold larger-size samples of fabrics.

Another unique library service is "Re: Sources," a materials librarianship located in San Francisco. Ian Haddow, principal, and his partner Susan Fink, maintain and develop libraries outside of their office, in addition to doing research for clients. For a research fee of $25 an hour, clients can call in questions or request information on a specific topic, and the staff of Re: Sources will service them, literally over the phone, says Fink. She explains that clients can get information in as quickly as two hours; sometimes, in fact, in merely minutes.

Re: Sources has about 100 repeat clients along with one-time only clients. The information for the library is obtained, in part, by soliciting from reader service cards provided in magazines. Fink explains that Re: Sources can obtain literature and product information from manufacturers more quickly than can interior design firms. Manufacturers know they are reaching more people by transmitting information to a consultant that deals with hundreds of clients than to an individual firm.

Fink stresses the speed of her services when she states that the firm can create a library in 10 to 20 days. She credits her partner, Ian, with being "very organized and methodical."

Fink, who is a part-time design student as well as partner of Re: Sources, conveys a real sense of excitement about her job. "I have never done the same thing two days in a row," she says. This statement leaves one with the sense that today's interior



design resource centers are indeed a stimulating environment.

This is the picture drawn by all of the resource coordinators interviewed for this story. Gerald Shorter, resource specialist for Gensler and Associates/Architects' New York City office, acts as a spokesperson for his colleagues when he talks about the Association of Resource Specialists (ARS). This organization was started about two years ago by former librarian for FCI, Alicia Eaton Lewis.

"We decided there was a need for an ongoing forum to define personal goals," Shorter says. "One such goal identified was to enlighten the A & D community as to our services."

The group, which has 25 to 30 members, meets one Thursday a month in a different manufacturer's showroom. This gives the resource coordinators a chance to view new products either before or after the meeting. They spend about 15 minutes discussing new products, then review what they've done lately along with committees' reports. Basically these meetings offer a chance for an exchange of information to take place. "There's no way we cannot help one another," says Shorter, in describing his philosophy on this exchange. In brief, the organization enables librarians to hear of products and trends they may not otherwise know about, and gives them a chance to make valuable contacts. Members call each other for advice, and use other libraries as a resource.

ARS is so effective that other groups have branched out of the New York city organization. Shorter says similiar groups are being formed in other cities, and adds that "the problem is not in getting started but in maintaining interest," something that ARS has apparently done very well thus far.

Shorter adds some hints on organizing a library within an interior design firm. It's important to gear the library to the firm's specialty, he says. Resource people have to be steps ahead of designers, he elaborates. "They have to have their finger on the pulse of the quality of work the firm does." And, it must be remembered that resource people are "trends analysts," he concludes.

The background of the resource coordinators interviewed for this story varies as do systems set up in the resource centers. Some librarians have design backgrounds, some have master's degrees in library science. Some systems are computerized, others are not. But, one common thread is woven in interior design resource centers and consultants' libraries from coast to coast. And that is the critical role resource coordinators play as effective, energetic communicators of information. They are, in fact, the crucial link in the communication process within the design community.

Editor's note: For more information on the Association of Resource Specialists, contact Gerald Shorter at Gensler and Associates/Architects, 823 United Nations Plaza, New York, NY 10017; 212/286-0212.

For information on Re: Sources, write to Ian Haddow at Re: Sources, 420 Union Street, San Francisco, CA 94133; 415/433-2990.



By **ROBERT FEINSCHREIBER**
and **MARGARET KENT**

NEW TAX LAWS AFFECT DESIGN FIRM PRACTICE

Tighter standards for business expenses discourage extravagance

Tax reform has now become law, involving substantial changes that constitute a new tax code—the first to be formulated in 32 years. Many of these tax changes may have a detrimental effect on how interior designers do business.

The new law has tightened the standards for deductibility of business expenses, including meals, transportation, credit loans, bad debts, and capital expenditures.

In the category of business meals, tax laws now reduce the amount allowable, resulting in an adverse impact on business entertainment. Under the new law, only 80 percent of business expenses for food and beverages are generally deductible.

Moreover, stringent criteria must now be met. Meal expenses must be ordinary and necessary business expenses, and meals must occur in an atmosphere conducive to business discussions. The law requires that business be discussed before, during, or after the meal.

Laws call for 'bona fide' discussions

Under the prior law, it was sufficient if two parties dining together had a business relationship. There was no requirement that business be discussed before, during, or after the meal. In other words, a client could be taken to lunch just to touch base and see if things were progressing well, or, to discuss generalities of the business world. However, the revised requirement necessitates that there be a bona fide discussion relating to business matters.

Needless to say, meals cannot be deducted which are considered lavish and extravagant. The 80 percent rule applies after this excess has been eliminated. Let's assume that $150 is spent for lunch and that the IRS decides that $60 is the acceptable amount. Only 80 percent of the $60, or $48, may be deducted.

What is deemed "lavish and extravagant" is largely up to the IRS, but one should be prepared for careful scrutiny of even a $25 tab, as the Treasury has been instructed to adopt stricter substantiation requirements.

The substantiation and recordkeeping for travel and entertainment expenses will place an additional burden on interior designers and other business people. Time that could otherwise be spent productively must now be used to generate additional paperwork to satisfy the IRS.

Japan allows very liberal meal and entertainment deductions, whereas Britain is very stringent. By these new tax rules, Congress and the Administration have demonstrated which economic model they want the U.S. to follow.

Interior designers who use one or more cars for business purposes are adversely affected by the repeal of the investment tax credit and the slowing down of depreciation on automobiles.

The new tax law discourages the purchase of medium-price automobiles as well as more expensive automobiles. Under the old law, a $12,800 car could be depreciated in three years (the typical depreciation period) and a $22,400 car could be depreciated in five years (the maximum period most people would own a car). Under the new law, a $9,110 car can be depreciated in three years and a $12,060 car can be depreciated in five years.

Robert Feinschreiber and Margaret Kent are attorneys in Key Biscayne, Fla., who write and lecture on taxation and other topics.

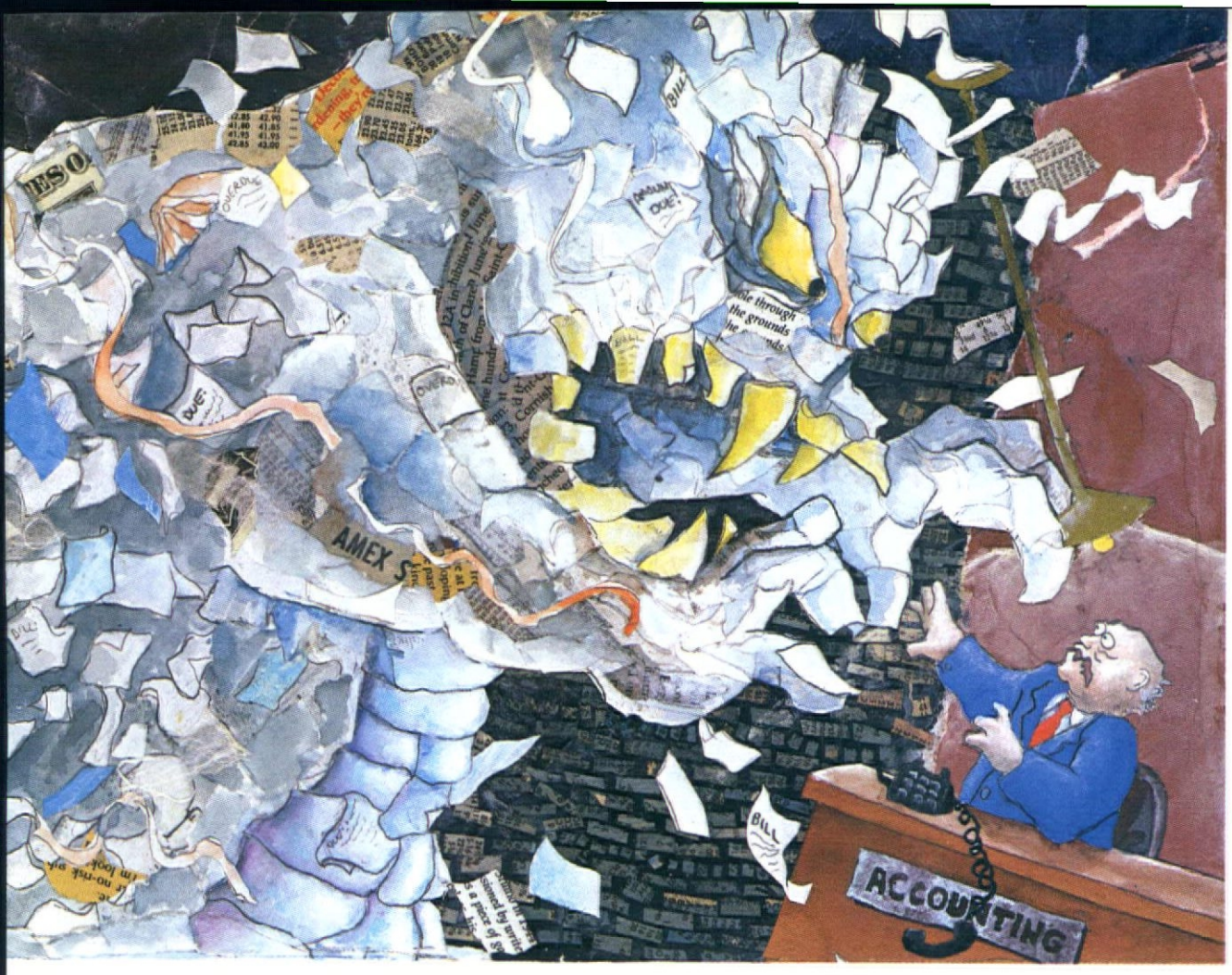


Illustration by Tony Iatridis

Year	Old Law Depreciation	New Law Depreciation
1	3,200	2,560
2	4,800	4,100
3	4,800	2,450
4	4,800	1,475
later	4,800	1,475

Thus, the new law will discourage the purchase of cars costing between $9,110 and 12,800, and will severely discourage buying cars priced between $12,060 and $22,400, as well as more expensive cars.

Expensive automobiles are especially affected under these new tax provisions, as the table below demonstrates.

Price	**Old Law** *Depreciation Period*	**New Law** *Depreciation Period*
12,000	3	5
15,000	4	7
20,000	5	11
25,000	6	14
35,000	8	21

Other changes created by new laws include the provision that many companies will now have to pay taxes on funds they have not yet received. This major change has been ignored by the media, but will adversely affect the interior design profession, not to mention other business concerns.

Billings now treated as income

Businesses that extend credit are likely to face severe cash flow problems as a result. Amounts that are billed are included in income and are subject to tax as soon as they are billed. Under the new law, a company cannot delay the reporting of income until it receives payment. Moreover, the amounts that are billed must be reported in full, without allowance for bad debts. In fact, the IRS may even be able to tax companies on amounts they haven't billed.

Concerning bad debts, the bad debt reserve has been eliminated for all businesses. This new rule increases the likelihood that an interior designer will be taxed on income he will never receive.

Under the old law, a company could set up a reserve for bad debts to offset the receivables that might not be collectible. Any additions to the reserve, if reasonable, were deductible for tax purposes. Now, bad debt deductions are delayed until the company can demonstrate that these receivables are worthless. To make matters worse, companies will be taxed on the full amount of bad debt reserves they had previously set up. The company can spread the tax over four years, but the reserve may have been built up over a much longer period.

As a result of the new rules forcing companies to treat their billings as income while denying them a deduction for the bad debt reserve, businesses are likely to look more cautiously at the extension of credit. Tighter credit will cause a financial squeeze for a number of companies and may adversely affect the economy as a whole.

On the plus side, firms will be able to deduct amounts owed as soon as the bill is received. The bill does not have to be paid in order to claim tax deduction. Of course, this rule applies only if the amounts are deductible in the first place.

These new accounting rules apply to corporations with annual revenues that exceed $5 million. This method of accounting, called "the accrual method," is widely used by large public



NEW TAX LAWS

Investment credit eliminated for open plan

companies, but has been avoided by small- and medium-size companies because it typically causes an acceleration of taxable income.

In another development, the new tax law sharply discourages capital expenditures. Under the prior law, companies that built facilities in the United States received investment tax credits and large depreciation deductions. Now, governmental priorities have changed, and the tax incentives for investing in the United States have been eliminated.

Commercial real estate is especially hard-hit. An office building is now depreciated over a 31½ year period using the straight line method, so the annual writeoff is about three percent of the building cost. Until recently, buildings qualified for an annual writeoff that was nearly twice as great.

Investment credits are hard-hit as well. Prior to 1986, open plan offices could qualify for investment credit, resulting in a direct reduction of income tax expense. The effective amount of investment credit was approximately eight percent of the cost of qualified property having a depreciation (cost recovery) period of at least five years. The cost of conventional office structures was generally not eligible for investment credit. Tax reform eliminates the investment credit, placing open plan and conventional offices in an equal position relative to this credit.

Depreciation will change

Tax depreciation for an asset is not necessarily the same as the asset's economic depreciation. This is an important difference to keep in mind when comparing open office system panels and conventional, fixed-wall construction. Open plan systems can be depreciated over a much shorter life than conventional construction. Open plan systems also are allowed to use accelerated depreciation methods.

Here is how tax depreciation of open plan systems will be changed:

- Depreciable life will be increased from five years to seven years.
- The depreciation method will be improved from the 150 percent declining balance method to the 200 percent declining balance method with the new law.

Here is how depreciation of conventional fixed-walls will be changed:

- Depreciable life will increase from 19 years to 31½ years.
- Depreciation methods will be limited to the straight-line method, as opposed to the 175 percent declining balance method under prior law.

Use this example to determine the impact of tax reform on depreciation tax benefits available for open plan systems versus conventional construction: assume an expenditure for a conventional office structure. Total tax depreciation for five years and seven years under the *new* law would be:

	5 Years	7 Years
Open Plan Depreciation	$7,769	$10,000
Conventional Depreciation	1,429	2,063
Depreciation Difference	$6,340	$ 7,937

Tax depreciation under *old* law for an identical $10,000 expenditure after five and seven years would be:

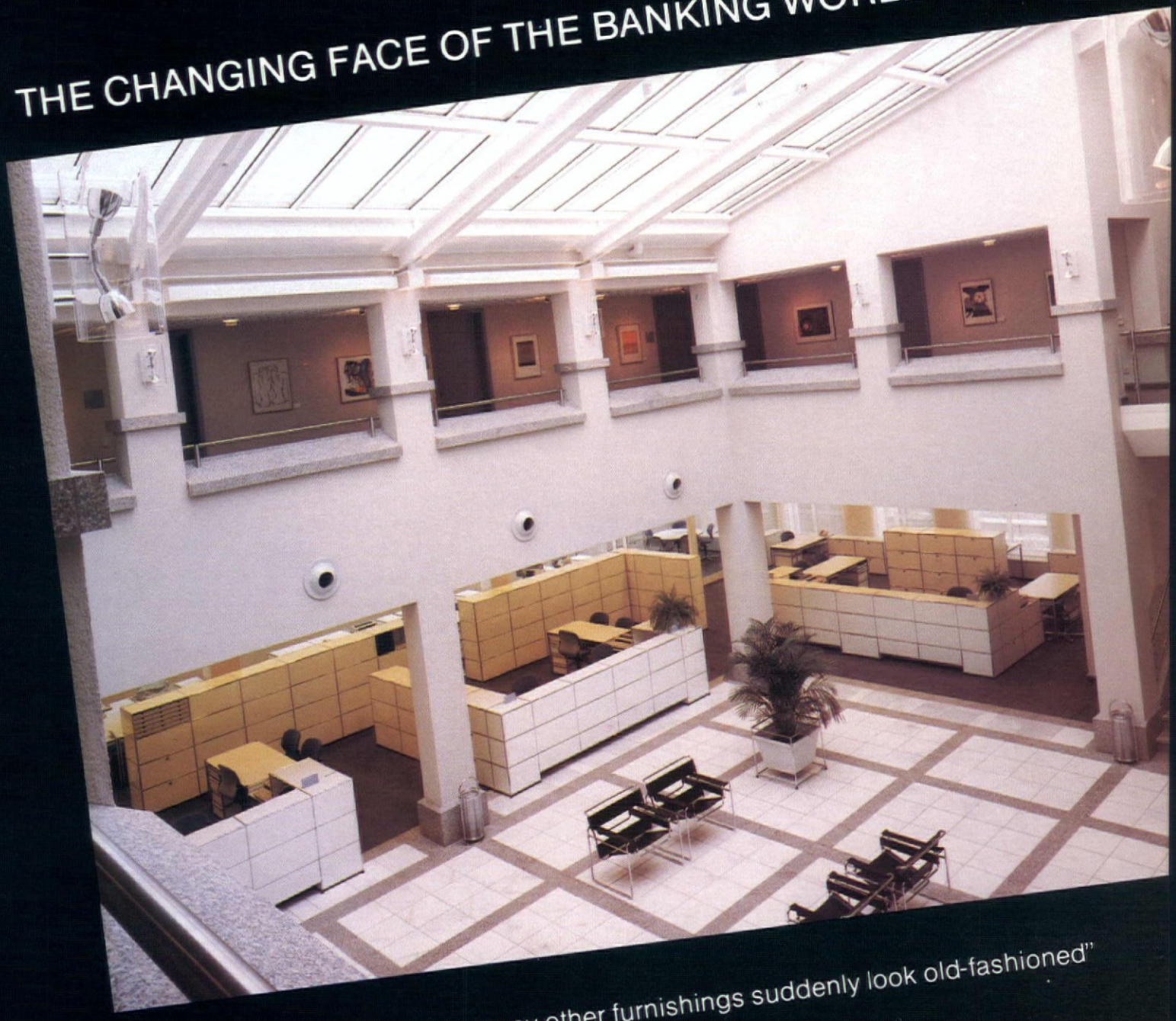
	5 Years	7 Years
Open Plan Depreciation	$10,000	$10,000
Conventional Walls Depreciation	3,490	4,630
Depreciation Difference	$ 6,510	$ 5,370

Note that the fixed walls depreciation deduction is less than half of the allowable deduction after seven years under the old law. Also note that by the end of the seventh year, open plan depreciation deductions are unchanged.

Another effect of the law has influenced the jobs credit for hiring disadvantaged workers, cutting it in half. The credit used to be half of the first year wages and a quarter of the second year wages up to a maximum of $6,000 in annual wages. Now the credit is 40 percent of the first year's wages and a minimum employment period is imposed. The second year credit has been eliminated entirely. □

Note: Calculation of open plan versus conventional, fixed-wall construction depreciation is supplied courtesy of Haworth.

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The Windsor Collection is more than a well conceived system of filing and storage cabinets meticulously crafted with a rugged steel inner structure and hand-rubbed hardwood exteriors. Undoubtedly, its most interesting attribute is that The Windsor Collection is a starter-adder system. By sharing common end panels, individual cabinets are transformed into a continuous filing array.

Complex built-in filing banks, which previously could only be fulfilled by custom millwork, can be easily resolved by combining the five basic inter-connecting starter-adder modules.

Before you tackle your next project, we invite you to discover how our 25 years of experience has advanced the science of filing system design. Send today for complete descriptive literature and design guide. Write us at 8189 Byron Road, Whittier, CA 90608.

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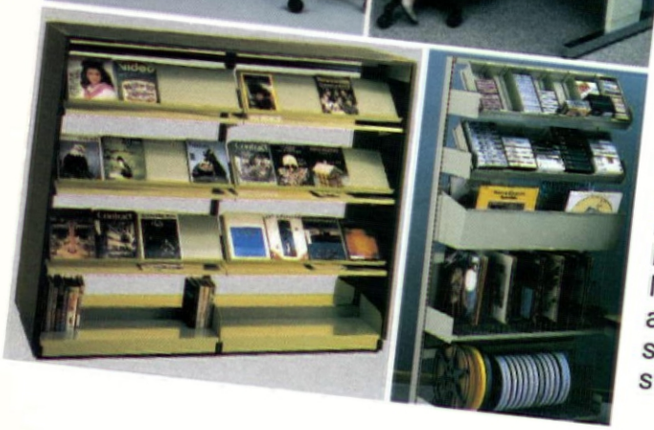
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Coverage of new product introductions and the gamut of existing contract products available to specifiers is an outstanding service provided by CONTRACT magazine, according to recent readership polls. Continuing to serve reader needs with new product information, this issue provides an update on products, sources, marts, and associations, plus a special Quick-Ship Directory. This directory enables specifiers to quickly locate products available on a fast-track basis.

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A

A B Studio, 63 E. Adams, Chicago, IL 60603 (312) 427-6040
ACL AX, P.O. Box 720615, Atlanta, GA 30328 (404) 998-5869
A.G.I. Industries Inc., P.O. Box 142, High Point, NC 27261 **(919) 434-5011**
See p.9 for above company's ad.
ALKCO, Subs. of Jac Jacobsen Industries, 11500 W. Melrose Ave., P.O. Box 1389, Franklin Park, IL 60131 (312) 451-0700
AMCI, Contract Casual Furniture, 4241 John Young Pkwy., Orlando, FL 32804 (305) 297-6287
AMP Products Corp., AMP Special Inds., AMP Distributor Mktg., P.O. Box 1776, Southeastern, PA 19399 (215) 647-1000
APCO Graphics, Inc., 388 Grant St. S.E., Atlanta, GA 30312 (404) 688-9000
ARTMET Products Inc., 15935 - 114 St., Edmonton, AB T5M 2Z3, Canada (403) 452-7522
ASI Sign Systems, 4082 Glencoe Ave., Marina Del Rey, CA 90292 (213) 821-8094
AWI, Inc., 605 Tower Rd., Mundelein, IL 60060 (312) 566-8550
Aarkash Chair Co. of Canada Ltd., 1350 Tellier St., St. Vincent de Paul, Laval H7C 2H2, PQ H7C 2H2, Canada (514) 661-1271
Above View, Inc., 241 E. Erie St., Milwaukee, WI 53202 (414) 271-4477
Abstracta Structures, Inc. 347 Fifth Ave., New York, NY 10016 **(212) 532-3710**
See p.294 for above company's ad.
Accuride, 12311 S. Shoemaker Ave., Santa Fe Springs, CA 90670 (213) 944-0921
Acme National Sales Co. Inc., 99 W. Hawthorne Ave., Valley Stream, NY 11580 (516) 872-9595
Acme Office Group, 211 Lombardy St., Brooklyn, NY 11222 (718) 387-6400
Acme Visible Records, 1000 Allview Dr., Crozet, VA 22932 (804) 823-4351
Acondoco Contract Enterprises, 16050 Allisonville Rd., Noblesville, IN 46060 (317) 776-2866
Acousti-Forms Inc., 7831 Hickory Dr. N.E., Fridley, MN 55432 (612) 571-6033
Acoustical Partitions Corp., 144 Race St., Holyoke, MA 01040 (413) 533-3986
Acoustone Corp., Newcastle Fabrics Div., 80 Wythe Ave., Brooklyn, NY 11211 (718) 782-5560
Action Industries, Div. Lame Furniture, P.O. Box 1627, Tupelo, MS 38802
Adam James Textiles, Inc., 59 Gilpin Ave., P.O. Box 11248, Hauppauge, NY 11788 (516) 582-4300
Adams & West Lake, 940 N. Michigan, Elkhart, IN 46514, (219) 264-1141
Adanlock-Jamestown, Div. Blasius Ind., 55 Jones-Gifford Ave., Jamestown, NY 14701 (716) 483-1551
Add Interior Systems, Inc., 515 Crocker St., Los Angeles, CA 90013 (213) 629-2421
Adden Furniture, Inc., 26 Jackson St., Lowell, MA 01852 (617) 454-7848
Adelphia Graphic Systems, 302 Commerce Dr., Exton, PA 19341 (215) 363-8150
Adjustable Fixture Co., 3726 N. Booth, Milwaukee, WI 53212(414) 964-2626, (800) 558-2628
Adjustable Steel Products, 276 Fifth Ave., New York, NY 10001 (212) 686-1030
Advance Fixture Mart, 4190 Grove Ave., Gurnee, IL 60031 (312) 249-6000
Advance Office Concepts, 507 Shoreview Park Rd., Shoreview, MN 55112 (612) 481-0151
Advanced Architectural Cornices, Inc., P.O. Box 170597, Arlington, TX 76017 (817) 572-2518
Advanced Floral Concepts Inc., P.O. Box 693, Cedar Falls, IA 50613 (319) 277-8042, (800) 255-2255 ext 2675
Advanced Technology Inc., 311 Regional Rd. S., Greensboro, NC 27409 **(919) 668-0488**
See p.289 for above company's ad.
Aetnacraft Industries Inc., American Tubecraft Div., 69 Second Ave., Brooklyn, NY 11215 (212) 768-8773
Agati Designs, 2257 S. Troy St., Chicago, IL 60623 (312) 522-0504
Ainsley Contract Lighting, 1099 Flushing Ave., Brooklyn, NY 11237 (212) 366-5400
Airguide Instrument Co., 2210 Wabansia Ave., Chicago, IL 60647 (800) 621-3058
Ajusto Equipment Co., 20163 Haskins Rd., Bowling Green, OH 43402 (419) 244-4983
Aladdin Mills, Inc., Broadloom Carpet Div., P. O. Box 2208, Dalton, GA 30720 (404) 277-1100
Alanod USA, Inc., 5339 Spring Valley Rd., Dallas, TX 75240 (214) 233-0424
Alba Inds., 4301 Valley, Los Angeles, CA 90032 (213) 225-4181, (800) 554-8886 (CA), (800) 624-8309 (US), (800) 325-6645(LA)
Albrass Enterprises, Albrass Architectural Designs, 2801 E. 11 St., Los Angeles, CA 90023 (213) 269-9495
Alcan Building Products, 2401 Parkman Rd. N.W., Warren, OH 44485 (216) 841-3465
Alex Linder GmbH, Export Div., Siemensstrasse 11, Frickenhausen, 7443, West Germany 7022-4010
Alex Stuart Design, 20735 Superior St., Chatsworth, CA 912311 **(818) 998-1332**
See p.248 for above company's ad.
Jack Alexander Ltd., P.O. Box 129, Saratoga, WY 82331 (307) 326-8341
All-Systems, 17871 Peru Rd., Dubuque, IA 52001-9801 (319) 556-0456
Allibert/Triconfort, 119 W. 57 St., New York, NY 10016 (212) 247-7780
Allied Corp.,, Allied Fibers, P.O. Box 31, Petersburg, VA 23804 (804) 520-3599
Allied Trend System Inc., 245 Seventh Ave., New York, NY 10001 (212) 243-0754
Allsteel Inc., Allsteel Dr., Aurora, IL 60507 (312) 859-2600
Allyn Bank Equipment Co., 2616 Peterson Ave., Chicago, IL 60659 (312) 274-3731, (800) 328-7483
Alma Desk Co., P.O. Box 2250, High Point, NC 27261 **(919) 885-4101**
See p.63 for above company's ad.
Alma Plastics Co., United Technologies - Alma, 6910 N. Shadeland Ave. #203, Indianapolis, IN 46220 (317) 842-5671
Alpha International, 24 Fifth Ave., New York, NY 10011
Alsy Corp., 15 E. 26th St., 9th Fl., New York, NY 10010 (212) 725-1517
Alumax, Magnolia Div., P.O. Box 40, Magnolia, AR 71753 (501) 234-4260
Ambiant Systems Ltd., 76 Richmond St. E., Toronto, ON M5C 1P1, Canada (416) 863-0863
Amcoa, 6301 N.E. 4 Ave., Miami, FL 33138 (305) 751-2202, (800) 327-7514, (800) 432-4003 (FL)
American Caster Corp., 141 W. Ave. 34, Los Angeles, CA 90031 (213) 227-8377
American Electro-Coatings, Inc., 20325 Center Ridge Rd., Rocky River, OH 44116 **(216) 333-9161, (800) 321-6090**
See p.142 for above company's ad.
American Frame Corporation, 1340 Tomahawk Dr., Maumee, OH 43537 (800) 0944
American Glass Light Co., 49 W. 27th St., 10th Fl., New York, NY 10001 (212) 213-1200
American Leather Mfg. Co., 2195 Elizabeth Ave., P.O. Box 1151, Rahway, NJ 07065 (201) 382-1700
American of Martinsville, Contract Div., Martinsville, VA 24115 (703) 638-2379
American Olean Tile Co., Div. of National Gypsum Co., 1000 Cannon Ave., Lansdale, PA 19446 (215) 855-1111
American Seating Co., 901 Broadway N.W., Grand Rapids, MI 49504 (800) 253-8104
Amertex Carpet, 3434 Dallas Trade Mart, Dallas, TX 75258 (214) 747-3512
Ames Color-File, 12 Park St., P.O. Box 120, Somerville, MA 02143 (617) 776-1142
Ametex Contract Fabrics, 261 Fifth Ave., New York, NY 10016 (212) 696-0535
Amoco Fabrics and Fibers, 900 Circle 75 Pkwy, Suite 550, Atlanta, GA 30339 (404) 956-9025
Amoco Fabrics and Fibers Co., Polaris Textile Wallcoverings, 900 Circle 75 Pkwy., Ste. 550, Atlanta, GA 30339 (404) 956-9025
Amoco Fabrics Co., Fibers & Yarns Div., 550 Interstate Pkwy. N., Atlanta, GA 30339 (404) 955-0935
Amotek/LUSA, Inc., 37 North Ave., Norwalk, CT 06851 **(203) 847-4877, (800) 242-4777**
See p.59,61 for above company's ad.
Amsterdam Corp., 150 E. 58 St., New York, NY 10155 (212) 644-1350
Amsterdam Fabricators Corp., 451 Avenue P, Brooklyn, NY 11223 (718) 627-7700
Amstore Systems Inc., Old Norris Rd., Liberty, SC 29657 (803) 843-9327
Amtab Mfg. Co., 1747 W. Grand Ave., Chicago, IL 60622 **(312) 421-3444**
See p.285 for above company's ad.
Amtico Flooring Div., P.O. Box 6146, Lawrenceville, NJ 08648 (609) 896-3000
Anco, 71-08 80 St., Glendale, NY 11385 (212) 326-2023, (800) 262-6963
Andco Industries Corp., 4019 Viewmont Dr., Greensboro, NC 27406 (800) 334-9650
Anderson Desk Inc., 5040 San Fernando Rd., Glendale, CA 91204 (213) 246-8133
Anderson Hickey, P.O. Box 80, Henderson, TX 75652 (214) 657-9531
Anderson Power Products, 145 Newton St., Boston, MA 02135 (617) 787-5880
Andre's Originals, Inc., 200 Lexington Ave., New York, NY 10016 (212) 683-8405
Anevka, Inc., P.O. Box 460, Morganton, NC 28655 (704) 433-0992
Angus Stuart, P.O. Box 6156, Anaheim, CA 92806 (714) 956-9529
Ansett Technologies, Inc., 7595 Gray Rd., Scottsdale, AZ 85260 (602) 483-2956
Anthro Corp., 3221 N.W. Yeon, Portland, OR 97210 (503) 241-7113
Apollo Woodworking & Metal Corp., P.O. Box 685, Old Saybrook, CT 06475 (203) 388-1237
Applied Radiant Energy Corp., 2432 Lakeside Dr., Lynchburg, VA 24501 (804) 525-5252
Appropriate Technology Corp., P.O. Box 975, Brattleboro, VT 05301 (802) 257-4501
Arbor Products, 200 W. Main St., Trumann, AR 72472 (501) 483-6191
Arc-Com Fabrics, 33 Ramland S., Orangeburg, NY 10962 (914) 365-1100
Arcadia Chair, 15610 S. Main St., Gardena, CA 90248 (213) 532-9100
Architectural Antiques Exchange, 709-15 N. Second St., Philadelphia, PA 19123 (215) 922-3669
Architectural Fiberglass, Div. Krueger, P.O. Box 8100, Green Bay, WI 54308 (414) 468-8100
Architectural Pottery, 3056 Bandini Blvd., Los Angeles, CA 90023 (213) 263-7401
Architectural Stoneware, Inc., 8050 La Gloria St., P.O.Box 1236, Corona, CA 91718 (714) 736-6919
Architectural Supplements Inc., Sub. of Habitat International, 341 E. 62 St., New York, NY 10021 (212) 758-0922
Architectural Wall Systems, 3637 Sysco Court S.E., Grand Rapids, MI 48508 (616) 949-7081, (800) 544-7900
Architex International, 625 W. Jackson Blvd., Chicago, IL 60606 (800) 621-0827
Arconas Corp., 150 E. 58 St., New York, NY 10022 (212) 753-4960
Arenson Office Furnishings Inc., 315 E. 62 St., New York, NY 10021 (212) 838-8880
Armento Inc., Box 39, 1011 Military Rd., Buffalo, NY 14217 (716) 875-2423
ArmStar, P.O. Box 820, Lenoir City, TN 37771 (615) 986-4040

Armstrong World Industries, Inc., P.O. Box 3001, Lancaster, PA 17604 (717) 397-0611
The Arnold Group, 400 Coit St., Irvington, NJ 07111 (201) 399-0505
Arras, 203 E. Broadway, Glendale, CA 91205 (818) 244-7297
Arrigoni Technology Inc., 712 E. Evelyn Ave., Sunnyvale, CA 94086 (408) 720-8656
Art Advisory Services, Inc., 530 Park Ave., New York, NY 10021 (212) 935-1272
Art Directions, 6120 Delmar Blvd., St. Louis, MO 63112 (314) 863-1895
Art for Institutions, 1158 Fifth Ave., New York, NY 10029 (212) 831-6465
Art People, Inc., 594 Broadway, New York, NY 10012 (212) 431-4828
Art Photography Inc., 14132 E. 10 Mile Rd., Warren, MI 48089 (313) 774-1020
Art Spectrum, Div. Mitch Morse Gallery Inc., 334 E.59th St., New York, NY 10022 (212) 593-1812
Arte De Mexico, 5356 Riverton Ave., N. Hollywood, CA 91601 (818) 769-5090
Artec, Div. of Kimball Intl., 1600 Royal St., Jasper, IN 47546 (812) 482-1600
Artemide Inc., Int'l Design Center, 528 Center One, 30-30 Thomson Ave., Long Island City, NY 11101 (718) 786-8200
Artex International Inc., 1405 Walnut St., Highland, IL 62249 (800) 851-8671 (US), (800) 642-6926 (IL)
Artifax Display Industries, Inc., 910 Railroad Ave., Woodmere, NY 11598 (516) 295-0195
Artisan Seating, B-W Chair Co., 413 S. 12 St., Omaha, NE 68102 (402) 346-0570
Artisans' Guild, P.O. Box 345, High Point, NC 27261 (919) 841-4140
Artistry In Veneers, Inc., Subs. Eagle Plywood & Door Mfg., Inc., 450 Oak Tree Ave., South Plainfield, NJ 07080 (201) 668-1460
Artmark Fabrics Co., Inc., 480 Lancaster Pke., Frazer, PA 19355 (215) 647-3220
Artopex Inc., 2121 Berlier St., Laval, PQ H7L 3M9, Canada (514) 332-4420
Ashley Contract Carpets, P.O. Box 220, Ringold, GA 30736 (404) 935-2241, (800) 223-9995
Asia Wicker, Ltd., Inc, Asia Wicker/Contract, 3565 N. Figueroa St., Los Angeles, CA 90065 (213) 223-4665
Aspects, Inc., P.O.Box 1799, Redlands, CA 92373 (714) 794-7722
Astor Wallcoverings, Div. of Pantasote Inc., 85 Lincoln Hwy., South Kearny, NJ 07032 (201) 344-1371
Astra Bent Wood Furniture Co., Div. Hale Co. Inc., East Arlington, VT 05252 (802) 375-6511
Atelier International, Ltd.,, IDCNY - 30-20 Thomson Ave., Long Island City, NY 11101 (212) 644-0400
Athol Mfg. Corp., P.O. Box 105, Butner, NC 27509 (919) 575-6523
Atlanta Architectural Textiles, Div. Curran Assoc., P.O. Drawer 52106, Atlanta, GA 30355 (404) 231-9318
Atlantic Data Furniture 4507 W. Alva Ave., P.O. Box 151777, Tampa, FL 33614 (813) 879-3504
See p.167 for above company's ad.
Atlantic Stairworks, Inc., P.O. Box 244, Newburyport, MA 01950 (617) 462-7502
August Inc., P.O. Box 43, 7901 N. Congress Park, Centerville, OH 45459 (513) 434-2520
Austin Productions Inc., 815 Grundy Ave., Holborook, NY 11741 (516) 981-7300
See p.269 for above company's ad.
Autumn Guild, 51 Ferry St., Easthampton, MA 01027 (413) 527-6654
Avanti Products Inc., Div. of The Mackle Co., Inc., 8885 N.W. 23 St., Miami, FL 33172 (305) 592-7830
Avenger Designs, P.O. Box 712, Oakville, ON L6J 5C1, Canada (416) 845-3338
Avery Boardman-Headbed, 979 Third Ave., New York, NY 10022 (212) 688-6611
Aviante Casual Furniture, 6590 Darin Way, Cypress, CA 90630 (714) 893-3575
Axiom Designs, 200 Kansas, #25, San Francisco, CA 94103 (415) 864-6688
Azrock Floor Products, P.O. Box 34030, San Antonio, TX 78265 (512) 341-5101

B

BASF Fibers, Drawer D, Williamsburg, VA 23187 (804) 887-6441
BASF Fibers, 111 W. 40 St., New York, NY 10018 (212) 512-9633
See p.92-93 for above company's ad.
B & B America, 745 Fifth Ave., New York, NY 10151 (212) 752-5234
BIF, Inc., 2230 Tubeway Ave., City of Commerce, CA 90040 (213) 725-0711
BMG Framed Graphics, Inc., 200 Airport Executive Park, Spring Valley, NY 10977-5237 (914) 356-1881
BMK Ltd., Western United States, 1144-D Chelsea Ave., Santa Monica, CA 90403 (213) 829-3389
BNI/Biltrite Nightingale Inc., 10251 Bould. Ray Lawson, Montreal, PQ H1J 1L7, Canada (514) 352-7770
See p.153 for above company's ad.
B.P.C. Industries, Adams at 11, Hoboken, NJ 07030 (201) 798-0100
BWF Manufacturing, Inc., 8420 S. Atlantic Ave., Cudahy, CA 90201 (213) 560-8301
Baker Drapery Corp., 1116 Pioneer Pky., Peoria, IL 61615 (309) 691-3295, (800) 447-2846
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom, 917 Merchandise Mart, Chicago, IL 60654 (312) 329-9410
Louis Baldinger & Sons, Inc., 19-02 Steinway St., Astoria, NY 11105 (718) 204-5700 (212) 678-0414
Baldwin Brass Co., Inc., 250 Adams Blvd., Box 308, Farmingdale, NY 11735 (516) 694-6950
Baldwin Hardware Corp., 841 Wyomissing Blvd., Box 82, Reading, PA 19603 (215) 777-7811
Balta, 201 Princeton Blvd., Adairsville, GA 30103 (404) 773-7783
Bangkok Industries Inc., Gillingham & Worth Sts., Philadelphia, PA 19124 (215) 537-5800
Bangor Cork Co., Inc., William & D St., Pen Argyl, PA 18072 (215) 863-9041
Bannerworks, Inc., 558 1st Ave. S., Seattle, WA 98104 (206) 622-8734
Barclay Fabrics, A Division of United Fabrics Inc., 9115 Pennsauken Hwy., P.O. Box 559, Pennsauken, NJ 08110 (609) 665-2040
Barricks Mfg. Co., P.O. Box 1612, Gadsden, AL 35902 (205) 442-2600
Barrier Free Architectural Products, 10710 Fallstone Rd., Houston, TX 77099 (713) 530-2947
The Barrit Corp., Castor & Sedgley Aves., Philadelphia, PA 19124 (215) 533-3900
Barvender, 2555 Veterans Dr., Posen, IL 60469 (312) 597-9750, (800) 443-1441
Bassett Contract Industries, P.O. Box 2123, Bassett, VA 24055
Bassick Div., Stewart-Warner Corp., 960 Atlantic St., Bridgeport, CT 06602 (203) 366-3671
Basta Sole Umbrellas, 4901 E. 12 St., Oakland, CA 94601 (415) 436-8616
Bates Fabrics Inc., P.O. Box 591, Lewiston, ME 04240 (207) 784-7311
Bates Mfg. Co., Newburgh Rd., Hackettstown, NJ 07840 (201) 852-9300
Beauti-Glide Co./L.S.I., 885 N. Chestnut St., Seymour, IN 47274 (812) 522-5130
Beaver Furniture Corp., 42 Greene St., New York, NY 10013 (212) 226-1850
Beelner & Thomas, 475 E. Duarte Rd., Monrovia, CA 91016 (818) 357-6051
Belart, 743 Centennial Dr., Kenyon, MN 55946 (507) 789-5222, (800) 533-0480
Bendix Mouldings, Inc., 235 Pegasus Ave., Northvale, NJ 07647 (201) 767-8888
Benedetti Corp., 1500 S. Evergreen Ave., Los Angeles, CA 90023 (213) 261-3000
See p.259 for above company's ad.
Bentley Mills, Inc., 14641 E. Don Julian Rd., City of Industry, CA 91746 (800) 423-4709
See p.261 for above company's ad.
Berco Industries, 1120 Montrose Ave., St. Louis, MO 63104 (314) 772-4700
Bergamo Fabrics, Inc., 37-20 34 St., Long Island City, NY 11101 (718) 392-5000
Bergen Art Metal & Lighting, Inc., 36 Gilbert St., Tinton Falls, NJ 07701 (201) 842-8900
Joel Berman Associates, Stretchwall Div., 42-03 35 St., Long Island City, NY 11101 (718) 729-2020
Berne Furniture, Berne & Bearing, P.O. Box 329, Berne, IN 46711 (219) 589-2173
Bernhardt/Contract, P.O. Box 740, Lenoir, NC 28645 (704) 758-8195
Best Mfg. Co., Best Sign Systems, 1202 North Park Ave., Montrose, CO 81401 (303) 249-2378
Bestype Office Environments, Inc., 501 Madison Ave., New York, NY 10022 (212) 888-9009
Bethlehem Furniture Co., 241 N. Front St., Allentown, PA 18102 (215) 437-9869
Bevco Precision Mfg. Co., 831 Chicago Ave., Evanston, IL 60202 (312) 328-4254
Beveled Glass Inc., 16329 George O'Neal Rd., Baton Rouge, LA 70816 (504) 291-8996
Bevis Custom Tables, Inc., P.O. Box 2280, Florence, AL 35630 (205) 766-6497
Beylerian Ltd., 305 E. 63 St., New York, NY 10021 (212) 755-6300
Bibi Furniture, Inc., Bibi Contract Ind., 95 Madison Ave., New York, NY 10016 (212) 686-7533
Bieffeplast, Div. of Gullans Int'l, IDC Center One - Space 407, Long Island City, NY 11101 (212) 741-3384
Bigelow-Sanford, Inc., P.O. Box 3089, Greenville, SC 29602 (803) 299-2831
See p.54-55 for above company's ad.
H.L. Birum Corp., P.O. Box 110, Frenchtown, NJ 08825 (201) 996-3113, (800) 452-4786
A. Blank Inc., 88 Broad St., New York, NY 10004 (212) 269-8884
See p.303 for above company's ad.
Milton A. Bleier Corp., 41 Madison Ave., New York, NY 10010 (212) 889-0655
Block & Co., 111 S. Wheeling Rd., Wheeling, IL 60090 (312) 537-7200
Block House, 121 First Ave., Red Lion, PA 17356 (717) 244-1397
J.P. Blomquist Co., 3507 Westchester, Austin, TX 78759 (512) 345-1580
Mort L. Bloom Design, 172 Madison Ave., Rm. 204, New York, NY 10016 (212) 889-9122
Bloomcraft Inc., Bloomcraft Contract Div., 295 Fifth Ave., New York, NY 10016 (212) 683-8900
Bloomsburg Carpet Industries Inc., 919 Third Ave., New York, NY 10022 (212) 688-7447
Julius Blum, Inc., Hwy. 16-Lowesville, Stanley, NC 28164 (704) 827-1345
See p.172 for above company's ad.
Bolae/Specified Designs, Inc., 4874 S.W. 75th Ave., Miami, FL 33155 (305) 264-7313
Boling Co., P. O. Box 409, Siler City, NC 27344 (919) 663-2400
Bolt, Beranek & Newman, Inc., 50 Moulton St., Cambridge, MA 02138 (617) 491-1850
Bolta Wallcoverings, Div. DiversiTech General, 401 Hackensack Ave., Hackensack, NJ 07601 (201) 489-0100
Bonaventure, Inc., 894 Bloomfield Ave., Montreal, PQ H2V 3S7, Canada (514) 270-7311
W. R. Bonsal Co., Building Products Div., Box 241148, Charlotte, NC 28224 (704) 525-1621
John Boos & Co., 315 S. First St., Effingham, IL 62401 (217) 347-7701
Borg Textile Corp., 211 W. Chicago Ave., Ste. 115, Hinsdale, IL 60521 (312) 323-2140

Borning Corp., S. 161 Adams, Spokane, WA 99204 (509) 747-4000
Borroughs Div., Lear Siegler Inc., 3002 N. Burdick St., Kalamazoo, MI 49007 (616) 342-0161
Boyd Lighting Co., 56 12 St., San Francisco, CA 94103 (415) 431-4300
Bramson House, Inc., Bramson World Contract Inc., 5 Nassau St., Rockville Center, NY 11570 (516) 764-5006
Brand-Rex, Telecommunications Div., P.O. Box 498, Willimantic, CT 06226 (203) 423-7783
Brandrud Furniture Inc., 1502 20 St. N.W., Auburn, WA 98001 (206) 838-6500
See p.5 for above company's ad.
Brass Smith, 2625 Walnut St., Denver, CO 80205 (303) 296-8520, (800) 662-9595
The Brayton Intl. Collection, P.O. Box 7288, 255 Swathmore Ave., High Point, NC 27264 (918) 434-4151
See p.85 for above company's ad.
Brayton Textile Collection, P.O. Box 7288, 255 Swathmore Ave., High Point, NC 27264 (919) 434-4151
Brejtfus Business Environments, Inc., 5005 S. Ash Ave., Tempe, AZ 85282 (602) 820-1414
Brejtfus Environmental Concepts, Inc., P.O. Box 831, Albany, NY 12201 (518) 462-4366
Bremworth Carpets, Western Merch. Mart, 1355 Market St., Sp 492, San Francisco, CA 94103 (415) 626-0602
Bretford, 9715 Soreng Ave., Schiller Park, IL 60176 (312) 678-2545
See p.38 for above company's ad.
Brewster Corp., P.O. Box B, Old Saybrook, CT 06475 (203) 388-4441, (800) 243-8198
Brickel Associates Inc., 515 Madison Ave., New York, NY 10022 (212) 688-2233
See p.186-187 for above company's ad.
Bright Chair Co., 51 Railroad Ave., Middletown, NY 10940 (914) 343-2196
Brintons Carpets, U.S.A., Ltd., 919 Third Ave., New York, NY 10022 (212) 832-0121
Brite-Write Sign Co., 90 Portland St., Toronto, ON M5V 2N2, Canada (416) 361-5836, (800) 387-1102
Brodart Co., Library Furniture Div., 1609 Memorial Ave., Williamsport, PA 17705 (717) 326-2461
Brookside Veneers, Ltd., 215 Forrest St., Metuchen, NJ 08840 (201) 494-3730
D. S. Brown Co., Pacific Design Ctr., SP 272, 8687 Melrose Ave., Los Angeles, CA 90069 (213) 659-1239
Brown-Jordan Co., P.O. Box 5688, El Monte, CA 91734 (213) 443-8971
See p.25 for above company's ad.
Brueton Industries, 979 Third Ave., New York, NY 10022 (212) 838-1630
See p.143 for above company's ad.
Brunschwig & Fils Inc., 979 Third Ave., New York, NY 10022 (212) 838-7878
See p.185 for above company's ad.
Bruynzeel Storage Systems Co., P.O. Box 663, Brookfield, WI 53005 (414) 797-9449
Buchtal, 5780 Peachtree Dunwoody Rd. #450, Atlanta, GA 30342 (404) 256-0999
Buckstaff Co., 1127 S. Main St., Oshkosh, WI 54901 (414) 235-5890
Budd Looms Inc., 306 E. 61 St., New York, NY 10021 (212) 758-4460
Claud Bunyard Design, Div. of Nichols & Stone Co., 232 Sherman St., Gardner, MA 01440 (617) 630-1086
Burlington Glass Fabrics Co., 1345 Ave. of the Americas, New York, NY 10105 (212) 621-1100
Burlington House, Div. Burlington Industries, 1345 Ave. of Americas, New York, NY 10019 (212) 333-5620
Burndy Corp. (Flexway), Norwalk, CT 06856 (203) 838-4444
Business Accessories Inc., 165 Creekside Dr., P.O. Box 610, Amherst, NY 14226 (716) 691-2777

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CAB-TEK, 11 Riverside St., Nashua, NH 03062 (603) 889-1961
CAS The Sign Systems Company, 10909 Tuxford St., Sun Valley, CA 91352 (818) 768-7814
CEKA International, Sub. of CEKA Germany, 51 Chestnut Hill Rd., Norwalk, CT 06851 (203) 847-2851
CEO, Curran Executive Office Furniture Inc., 1410 Danmar St., High Point, NC 27260 (800) 334-8192
CERDA Industries Intl., Wicker and Cane, 905 Louis Dr., Warminster, PA 18974 (215) 441-8200
CHF Inds., 150 Pine St., Grayslake, IL 60030 (312) 233-1900
C.I. Designs, 574 Boston Ave., P.O. Box 590, Medford, MA 02155 (617) 391-7800
CIS (Certified Industrial Services Inc.), 4 Park Ave., New York, NY 10016 (212) 683-3233
C-Line Products, 1530 E. Birchwood Ave., P.O. Box 1278, Des Plaines, IL 60018 (312) 827-6661
C-Tec Inc., 3433 Lousma Dr. S.E., Grand Rapids, MI 49508 (616) 243-2211
CW Design Inc., 1618 Central Ave. NE, Minneapolis, MN 55413 (612) 789-5685
CYRO Industries, 155 Tice Blvd., P.O. Box 8588, Woodcliff Lake, NJ 07675 (201) 930-0100
Cadillac Engravers, 4521 N.E. Fifth Terr., Fort Lauderdale, FL 33334 (305) 772-2440
California Metal Enameling Co., Cameo, 6904 E. Slauson Ave., Los Angeles, CA 90040 (213) 726-1616
Callaway Carpets Inc., Div. Milliken & Co., Design Center, P.O. Box 2956, LaGrange, GA 30241 (404) 883-5814
Cambray Mills, Inc., 14066 Borate St., Santa Fe Springs, CA 90670 (213) 921-5929
See p.260 for above company's ad.
Cambridge Wire Cloth Co., P.O. Box 399, Cambridge, MD 21613 (800) 638-9560
Canadian General Tower, 457 Reynolds St., Oakville, ON L6J 5C8, Canada (416) 844-3213
Cannon Products Inc., 230 N. 13 St., P.O. Box 422, Elwood, IN 46036 (317) 552-2112
Cano Corp., 225 Industrial Rd., Fitchburg, MA 01420 (617) 342-0953
Capaul, 1300 Division St., Plainfield, IL 60544 (815) 436-8500, (800) 421-8368
Capitol Lighting Products Corp., 159 Alexander St., Yonkers, NY 10701 (914) 969-3400
Capri Chair, Div. of Trian Furniture Inc., 150 Connie Crescent, Unit 5, Concord, ON L3T 5G5, Canada (416) 738-0767
Capri Lighting, 6430 E. Slauson Ave., Los Angeles, CA 90040 (213) 726-1800
Captive Sea, 8687 Melrose Ave., Space 656, Los Angeles, CA 90069 (213) 657-3232
See p.252 for above company's ad.
Cardinal Corporation of Stanley, Wisc., E. Maple St., Stanley, WI 54768 (715) 644-5531
Carey-McFall Corp., P.O. Box 500, Montgomery, PA 17752 (800) 233-8756
Carnegie Fabrics Inc., 110 N. Centre Ave., Rockville Centre, NY 11570 (516) 678-6770
See p.26-27 for above company's ad.
Carolina Seating Co., P. O. Box 2127, High Point, NC 27261 (919) 885-8026
E. R. Carpenter Co., Omalon Div., P.O Box 27205, Richmond, VA 23261 (804) 359-0800
Carpet Industries of No. America, Inc., 201 Princeton Blvd., Adairsville, GA 30103 (404) 773-3796
See p. 74 for above company's ad.
Carpet Innovations Inc., 185 Madison Ave., New York, NY 10016 (212) 889-3112, (800) 457-4457
Carson Pirie Scott & Co., 13-127 Merchandise Mart, Chicago, IL 60654 (312) 744-7676
Carter Carpet, 617 Excelsior St., Rome, GA 30161 (404) 235-8657
Jack Cartwright Inc., P.O. Box 2798, High Point, NC 27261 (919) 889-9400
Casella Lighting, 111 Rhode Island, San Francisco, CA 94103 (415) 626-9600
Caseworks Furniture Mfg., 1520 S. Warren, Tucson, AZ 85713 (602) 884-8500
Castec, Inc., Architectural Shading Systems, 7531 Coldwater Canyon Ave., North Hollywood, CA 91605 (818) 503-8300, (800) 828-2500
Celia, Inc., Corporate Offices, 2619 W. Exposition Blvd., Los Angeles, CA 90018 (213) 734-8746, (800) 356-4281 (outside CA)
Celotex Corp., 1500 N. Dale Mabry, Tampa, FL 33607 (813) 871-4811
Center Core Inc., Safegaurd Scientific, 250 Corporate Ct., S. Plainfield, NJ 07080 (201) 561-7755
Centrac Industries, 2650 St. Clair Ave. W., Toronto, ON M6N 1M2, Canada (416) 763-4551
Central Shippee, Inc., P.O. Box 135, Bloomingdale, NJ 07403 (800) 631-8968
Century Chair, A Div. of Century Furniture Co., P.O. Box 608, Hickory, NC 28603 (704) 328-1851
Century Strand Lighting, 20 Bushes Ln., Elmwood Park, NJ 07407 (201) 791-7000
Ceramic Design, Inc., 342 W. Sunset Rd., San Antonio, TX 78209 (512) 824-5572
Cervitor Kitchens, 10775 Lower Azusa Rd., El Monte, CA 91731 (818) 443-0184
Guy Chaddock & Co., 653 S. Clarence St., Los Angeles, CA 90023 (213) 264-3924
Chaircraft Inc., P.O. Box 3466, Hickory, NC 28601 (704) 495-8291
Chairmasters, Inc., 200 E. 146 St., Bronx, NY 10451 (212) 292-0600
See p.69 for above company's ad.
Chairtex Mfg. Ltd., 39 Newcastle St., Toronto, ON M8Y 1A2, Canada (416) 252-3531
Challenger Lighting Co. Inc., 11222 Green Valley Dr., Olive Branch, MS 38654 (601) 895-3333
Chandler International, P.O. Box 58914, Houston, TX 77258 (713) 332-5640
Charleston Carpets, P.O. Box 364, Calhoun, GA 30701 (404) 629-7351
Charlotte Co., Charlotte, MI 48813 (517) 543-4210
W. A. Charnstrom Co., 9801 James Circle, Minneapolis, MN 55431 (800) 328-2962
Charvoz-Carsen Corp., 5 Daniel Rd. E., Fairfield, NJ 07006 (201) 227-6500
See p.149 for above company's ad.
Chatham Manufacturing Co., P.O. Box 620, Elkin, NC 28621 (919) 835-2211
Check-Mate Interior Systems, Inc., 433 Liberty St., Little Ferry, NJ 07643 (201) 440-5720
Chelsea Clock Co., 284 Everett Ave., Chelsea, MA 02150 (617) 884-0250
Chelsea Decorative Metal Co., 6115 Cheena Dr., Houston, TX 77096 (713) 721-9200
Chelsea Lighting Inc., 110 W. 18 St., New York, NY 10011 (212) 242-4220
Chemetal Corp., P.O.Box 929, 132 Water St., Norwalk, CT 06854 (203) 866-5256
Chemical Chair House, Div. Cone Mills, Rte. #2, Box 149A, Trinity, NC 27370 (919) 431-7174
Chesley Industries, Inc., Div. of Hussmann Ref., 20775 Chesley Dr., Farmington, MI 48024 (313) 476-4400
Chestnut Ridge Foam, Inc., P. O. Box 781, Latrobe, PA 15650 (412) 537-9000
Chicago Metallic Corp., 4849 S. Austin Ave., Chicago, IL 60638 (312) 563-4600
See p.100 for above company's ad.
China Seas, 21 E. 4 St., 4th Flr., New York, NY 10003 (212) 420-1170

Chromcraft/Monarch Furn. Corp., Contract Furniture Div., #1 Quality Ln., Senatobia, MS 38668 (601) 562-8203
Chrysler Corp. - Sandusky Vinyl Products, 3130 Monroe St., Sandusky, OH 44870 (419) 627-3281
Cig-Jan Products Inc., 3240 68 St., Grand Rapids, MI 49316 (616) 698-9070
Citation Mfg. Co., Inc., 19 S. Main St., Spring Valley, NY 10977 (914) 425-6868
City Knickerbocker, Inc., 781 Eighth Ave., New York, NY 10036 (212) 586-3939
Clairson International, 720 S.W. 17 St., Ocala, FL 32674 (904) 732-8734
Claridge Products & Eqpt. Inc., P.O. Box 910, Harrison, AR 72602 (501) 743-2200
Clarin Corp.,, 927 N. Shore Dr., Lake Bluff, IL 60044 (312) 295-2200
Clark Contract Co., 231 S. Green, Chicago, IL 60607 (312) 750-9800
Classic Illumination Inc., 2743 Ninth St., Berkeley, CA 94710 (415) 849-1842
Clean City Squares, Inc., P.O.B. 6797, St. Louis, MO 63144 (800) 231-1327
See p.300 for above company's ad.
Cleator Furniture, 8725 Production Ave., San Diego, CA 92121 (619) 566-6850
Coast Light Systems, Inc., Subs. Jac Jacobsen Inds., Inc., 1359 Channing St., Los Angeles, CA 90021 (213) 623-3331
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc., 200 Madison Ave., New York, NY 10016 (212) 561-8680
Cold Spring Granite, 202 S. 3 Ave., Cold Spring, MN 56320 (800) 328-7038
Cole Business Furniture, Div. Joyce Intl., Inc., 640 Whiteford Rd., P.O. Box M-26, York,, PA 17405 (717) 854-1545
Collier/C, Furniture Ltd., 1377 Lawrence Ave. E., Toronto, ON M4H 1L7, Canada (416) 449-7655
Collier-Keyworth Co., One Tuttle Place, Gardner, MA 01440 (617) 632-0120
Collins & Aikman, Floor Coverings Div., Smith Industrial Blvd., Dalton, GA 30720 (404) 259-9711
See p.126-127,148 for above company's ad.
Color Optics Display, 5660 Corporate Way, West Palm Beach, FL 33407 (305) 689-3099
Colortran, Inc., 1015 Chestnut St., Burbank, CA 91506 (818) 843-1200
Columbia Fabricating Co., 2301 E. 38th St., Los Angeles, CA 90058 (213) 585-3793
See p.170 for above company's ad.
Columbus Coated Fabrics, Div. Borden Chemical, 1280 N. Grant Ave., Columbus, OH 43216 (614) 225-6115
Columbus Mills, Inc., Lotus Carpets, P.O.Box 1238, Columbus, GA 31902 (800) 222-1437
Combeau Industries, 1400 Welsh Rd., N. Wales, PA 19454 (215) 641-2000
Comforto, Inc., P.O. Box 917, Lincolnton, NC 28092 (704) 732-2267
See p.250,251 for above company's ad.
Commercial Chair Co., 16000 Phoenix Dr., City of Industry, CA 91745 (213) 968-0444
Commercial Interior Products, 9575 LeSaint Dr., Fairfield, OH 45014 (513) 874-9925
Commercial Interior Specialists Inc., 18101 S. Figueroa, Gardena, CA 90248 (213) 515-0990
Commercial Mates, P.O. Box 2744, Levonia, MI 48151
Commercial Vinyls Corp., Div. Imperial Wallcoverings, 23645 Mercantile Rd., Cleveland, OH 44122 (216) 464-3700
Commonwealth Contract Furnishings, Subs. of Bassett, P.O. Box 667, Bassett, VA 24055 (703) 629-3351
Compatible Computer Furniture, Div. Atlantic Cabinet Corp., 3013 Sharron Dr., Foristell, MO 63348 (314) 673-2752
Complete Installation Services, Inc., 5919 Verona Rd., Verona, PA 15147 (412) 793-6659
Composil, 8222 Douglas, Dallas, TX 75225 (214) 691-1125
Compuage Furniture Corp., 9850 Chartwell, Dallas, TX 75243 (214) 340-3718
Computer Furniture & Accessories, Inc., 515 W. 132 St., Gardena, CA 90248 (213) 327-7710
Computervision Corp., 100 Crosby Dr., Bedford, MA 01730 (617) 275-1800
ComShade Co., Inc., 224 Park West, Pittsburg, PA 15275 (412) 787-9810
Concepts Furnishings Inc., Phoenix Design Plaza, 4700 N. Central, #205, Phoenix, AZ 85012 (602) 234-3004, (800) 521-9399
Concorde Fibers, Inc., P.O. Box 20, Hwy. 45, Jamestown, SC 29453 (803) 257-2224
Conde House, 200 Kansas St. #225, San Francisco, CA 94103 (415) 864-8666
Condi, 1965 E. Vista Bella Wy., Compton, CA 90220 (213) 774-8300
See p.47 for above company's ad.
Conexus, An Atcor Co., 1945 Cornell, Melrose Park, IL 60160(312) 345-1005, (800) 225-5433
Congoleum Corp., Kinder Div., P.O. Box 1207, 2323 S. 17 St., Elkhart, IN 46515 (219) 293-3531
Congoleum Corp., Resilient Flooring Div., 195 Belgrove Dr., Kearny, NJ 07032 (201) 991-1000
Conrad Imports Inc., 575 Tenth St., San Francisco, CA 94103 (415) 626-3303
See p.300 for above company's ad.
Consolidated Aluminum, 11960 Westline Industrial Dr., St. Louis, MO 63146 (314) 878-6950
Construction Specialties, Inc., P. O. Box 380, Muncy, PA 17756 (800) 233-8493
Contec, P.O. Box 76540, Atlanta, GA 30328 (404) 993-7654
Contemporary American Furniture Co., 1821 W. Berteau, Chicago, IL 60613 (312) 348-4355
Contemporary Hides, 4250-D Morena Blvd., San Diego, CA 92117 (619) 272-2025, (800) 257-2911
Contemporary Products Inc., 7 Grand Blvd. N., Brentwood, NY 11717 (516) 231-4370
Contemporary Shells Inc., 45 Cherry Valley Rd., West Hempstead, NY 11552 (516) 292-1363
Continental Creative Sales, Inc., 141 Lanza Ave., Garfield, NJ 07026 (201) 546-9660
See p.4 for above company's ad.
Continental Imports, Inc., 3901 Main St., Philadelphia, PA 19127 (215) 482-8000
Contract Carpets Intl., Inc., P.O. Box 70095, Marietta, GA 30007 (404) 587-2244
Contract Lighting System, 31 Grove St., New Canaan, CT 06840 (203) 966-9550
Contract Seating & Assoc., Costanso Corp., 16511 S. Main St., Gardena, CA 90248 (213) 516-9925
Contract Seating Intl., 16511 S. Main St., Gardena, CA 90248 (213) 516-9946
Contract Technology, Inc., P.O. Drawer 76540, Atlanta, GA 30328 (404) 993-7654
Contract Wallcoverings, Inc., 2700 N.E. Andresen Rd., Ste. E4, Vancouver, WA 98661 (206) 696-1507
Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc., 14600 Lanark St., Van Nuys, CA 91402 (818) 786-4700
Control Electronics Co., Inc., 107 Allen Blvd., Farmingdale, NY 11735 (516) 694-0125
Conwed Designscape, 2820 Anthony Lane S., Minneapolis, MN 55418 (612) 781-9717
Coral of Chicago, 2001 S. Calumet Ave., Chicago, IL 60616 (312) 225-5800
Cordemex-USA Inc., 14500 S. Outer 40 Rd., Chesterfield, MO 63017 (314) 434-3373
Core Contracting, Inc., P.O. Box 238, Verona, PA 15147 (412) 793-7170
Corona Decor Co., 260 39 Ave. E., Seattle, WA 98102 (206) 325-0972
Corporate Collections, Div. of Etchings International, 200 E. 58 St., New York, NY 10022 (212) 752-5434
Corry & Hiebert, 511 E. John Carpenter Frwy., Irving, TX 75062 (214) 506-9500
Corry Contract, 21 Maple Ave., Corry, PA 16407 (814) 665-8221
Corvin Furniture Ltd., 21-03 41 Ave., Long Island City, NY 11101 (718) 392-8008
Counterpoint Fabrics, Inc., 12500 S.W. 117th Ct., Miami, FL 33186 (305) 252-0971
Couristan Inc., 919 Third Ave., New York, NY 10022 (212) 371-4200
Craftex/Suede 21, 40 E. 34 St., New York, NY 10016 (212) 685-6778
Craftlight Inc., Hadco Div., Box 128, Littlestown, PA 17340 (717) 359-7131
Craftsman Office Furniture Co., 14113 S. McKinley Ave., Los Angeles, CA 90059 (213) 638-6118
Craig-Martin Intl., 150 E. 58th St., New York, NY 10022 (212) 758-2611
Cramer Inc., 625 Adams St., Kansas City, KS 66105 (913) 621-6700
Craxton Acoustical Prods., 2838 Vicksburg Ln, Plymouth, MN 55447 (612) 553-9890
Crayton Furniture Corp., 964 Third Ave., New York, NY 10155 (212) 758-2611
Creative Dimensions Co., 1205 E. Lincoln st., Nappanee, IN 46550 (219) 773-2411
Creative Seating, P.O. Box 1130, 505 Greentree Ln., Galax, VA 24333 (703) 236-6888, (800) 824-7888 Ext. M408
Crescent Cardboard Co., 100 W. Willow Rd., Wheeling, IL 60090 (312) 537-3400
Criterion Mills Inc., Rte. 2, Hwy. 41 S., Cartersville, GA 30120 (404) 386-2121
Croftercraft, 104 W. 40 St., New York, NY 10018 (212) 221-0800
Crouse-Hinds Lighting, P.O. Box 824, Vicksburg, MS 39180 (601) 638-1522
Crown Decorative Products, 19501 Rinaldi, #74, Northridge, CA 91326 (213) 231-4315, (818) 366-8464
Crown Industries, 155 N. Park St., East Orange, NJ 07017 (201) 672-2277
Crown Wallcovering Corp., 979 Third Ave., New York, NY 10022 (212) 421-1270
Croydon Furniture Systems, Inc., 1 Hespeler Rd., P.O. Box 340, Cambridge, ON N1R 5V4, Canada (519) 621-6300
Crystallux, 6 Park Ave., Towaco, NJ 07082 (201) 263-2067
Cubicon Corp., 3825 Laclede Ave., St. Louis, MO 63108 (314) 535-3020
Cumberland Furniture Corp., Div. of I.M. Rosen & Co., Inc., 36-35 36 St., Long Island City, NY 11106 (718) 937-6300
Cumberland Woodcraft Co. Inc., P.O. Drawer 609, Carlisle, PA 17013 (717) 243-0063
Curtis Products Ltd., P.O. Box 2011, Cobourg, ON K9A 4P9, Canada (416) 372-2184
Custom Executive Office, P.O. Box 240, Palos Park, IL 60464
Custom Looms Rug Mills, Inc., 275 Warner Ave., Roslyn Heights, NY 11577 (516) 484-0522
Custom Resource Inc., 206 Spring St., New York, NY 10012 (212) 477-5009
See p.164 for above company's ad.
Custom Wall Services, Inc., 3 College Rd., Monsey, NY 10952 (212) 662-1380
Customweave Carpets Inc., P.O. Box 1448, Dalton, GA 30722-1448 (800) 247-4907

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D&E Wood Industries, 6399 Netherart Rd., Mississauga, ON L5T 1B8, Canada
DBS Inc., 4735 Walnut St., Boulder, CO 80301 (303) 443-8296
DFI/Systems, 11801 S. Apopka-Vineland Rd., Orlando, FL 32819 (305) 239-4677
D.G. Mouldings, P.O. Box 610, Marion, VA 24354 (703) 783-8161
DGS Corp., 222 W. Huron St., Chicago, IL 60610 (312) 337-0344, (800) 621-1260

DM Electro-Coatings Inc., 2407 S.W. 30th, Des Moines, IA 50321 (515) 223-5568
DMI Furniture Inc., 10400 Linn Station Rd., Louisville, KY 40223 (502) 426-4351
DMO, Inc., Braemar Business Ctr., 7736 W. 78 St., Minneapolis, MN 55435 (612) 944-8800
DSI, P.O. Box 364, 700 Collins Rd., Elkhart, IN 46514 (219) 293-5688, (800) 348-7596
DUX Interiors, Inc., 305 E. 63 St., New York, NY 10021 (212) 752-3897
Da-Lite Screen Co., Inc., P.O. Box 137, Warsaw, IN 46580 (219) 267-8101
See p.129 for above company's ad.
Dacobas, Inc., Sub. of the Zero Corp., 1830A N. Voyager Ave., Simi Valley, CA 93063
Daglee Seating Co., Div. DSC, Inds. Inc., 21 St. & Godfrey Ave., P.O. Box 6582, Philadelphia, PA 19138 (215) 549-9090
Dakotah, North Park Lane, Webster, SD 57274-0120 (605) 345-4646
Danjell Creations, Inc., 24 East St., Columbus, OH 43228 (614) 878-6870
Peter Danko & Assoc. Inc., 7492 F Old Alex Ferry Rd., Clinton, MD 20735 (800) 882-5300
Dansanna Intl., 8256 Mackle Rd., Montreal, PQ H4W 1B2, Canada
Danwood, 21616 87 Ave. S.E., Woodinville, WA 98072 (206) 485-8524
Dapco Industries, 1542 W. 130 St., Gardena, CA 90249 (213) 770-0273
Dar Ran Industries, P.O. Box 7614, High Point, NC 27264 (800) 334-7891
Data-Mate, The Maine Mfg. Co., P.O. Box 408, Nashua, NH 03061 (603) 882-5142, (800) 258-1768
Data One, Inc., 2346 S. Lynhurst Dr., Ste. E-101, Indianapolis, IN 46241 (317) 244-2999
Datum Filing Systems, Inc., 270 Adams Blvd., Farmingdale, NY 11735 (516) 293-4651
Datus Industries, Inc., 2740 S. 34th St., P.O. Box 15523, Milwaukee, I 53215 (414) 645-3140
David & Dash, 2445 N. Miami Ave., Miami, FL 33137 (305) 573-8000
David-Edward Ltd., 3501 Marmenco Ct., Baltimore, MD 21230 (301) 789-0700
Davis Cabinet, P.O. Box 60444, Nashville, TN 37206 (615) 244-7100
Davis Furniture Industries, Inc., P.O. Box 2065, 602 W. Linden, High Point, NC 277260 (919) 889-2009
See p.21 for above company's ad.
Davson Division, Eldon Industries Inc., 306 E. Hellen Rd., Palatine, IL 60067 (312) 358-7322
Dazian Inc., 423 W. 55 St., New York, NY 10019 (212) 307-7800
Dazor Mfg. Corp., 4483 Duncan Ave., St. Louis, MO 63110 (314) 652-2400
John Deason Intl., Inc., Captive Sea, 8687 Melrose Ave., Space 109, Los Angeles, CA 90069 (213) 657-3232
Decar Corp., 96 W. Moreland Ave., P.O. Box 187, Addison, IL 60101 (312) 543-8050
Decar Corp., 7615 University Ave., Middleton, WI 53562 (608) 836-1911
Decatur Inds., Inc., P.O. Box 311, Dept. C85, Decatur, IN 46733 (219) 724-2161, (800) 348-0748
Deco/Gard Products, P.O. Box 400, Muncy, PA 17756 (717) 546-2255
Decorative Firsts, P.O. Box 270, Huntingberg, IN 47542 (812) 683-2804, (800) 334-3375
Decorative Veneer, Inc., 3635 E. Kilgore Rd., Kalamazoo, MI 49002 (616) 342-9710
Decoustics Ltd., 65 Disco Rd., Rexdale, ON M9W 1M2, Canada (416) 675-3983
Deena Products, Highway 51 North, Arlington, KY 42021 (502) 655-6711
Deering Milliken, Inc., Milium Div., 1045 Ave. of Americas, New York, NY 10018 (212) 819-4263
Delco Associates Inc., 55 Old Field Pt. Rd., P.O. Box 423, Greenwich, CT 06830 (800) 243-8528
Delta Mfg. & Sales, Inc., 728 111 St., Arlington, TX 76010 (817) 640-1550
Dennison Monarch Systems, Inc., P.O. Box 4081, New Windsor, NY 12550 (914) 562-3100
Dennison National Co., P.O. Box 791, Holyoke, MA 01041 (413) 539-9811
Denstor Mobile Storage Systems, 24715 Crestview Ct., Farmington Hills, MI 48018 (313) 473-9211
Dependable Furniture Mfg. Co., 45 Williams Ave., San Francisco, CA 94124 (415) 822-3232
Desience, P.O. Box 6650, Malibu, CA 90264 (213) 457-1091
Design Galleries,, 1628 Merchandise Mart, Chicago, IL 60654 (312) 644-5860
Design Group Inc., 5875 S.W. Lakeview Blvd., Lake Oswego, OR 97034 (503) 639-9636, (800) 227-7720
Design Resource Group, 1269 Majesty Dr., Dallas, TX 75247 (214) 634-7350
Design Selections Intl., 150 E. 58th St., New York, NY 10155 (212) 751-1321
Design-Spec Seating, P.O. Box 191, Memphis, TN 38101 (901) 522-8511
Design Tex Fabrics Inc.,, 56-08 37 Ave., P.O. Box 7708, Woodside, NY 11377 (212) 335-9000
Design Trac, Inc., P.O. Box 8023, Youngstown, OH 44505 (216) 759-2669
Designer Imports International, Inc., 4202 W. Jefferson Blvd., Los Angeles, CA 90016 (213) 732-9448
Designers View Group, 550 N.W. Sixth Ave., Miami, FL 33136 (305) 371-3291, (800) 327-6016
Designs By Bock Inc., 5825 Excelsior Blvd., Minneapolis, MN 55416 (612) 927-1888
Designweave, 15305 Valley View, Santa Fe Springs, CA 90670 (714) 522-5671
Desso Carpets, 8687 Melrose Ave., Space 209, Los Angeles, CA 90069 (213) 855-1842
Deutsch, Inc., 196 Lexington Ave., New York, NY 10016 (212) 683-8746
Dimension Carpet, P.O. Box 1325, Chatsworth, GA 30705 (404) 695-7800, (800) 331-3608
Dinac Corporation, 2208 Hawkins St., Charlotte, NC 28203 (704) 377-9135
Dinaire, 145 Gruner Rd., Buffalo, NY 14227
Display Graphics Inc., 137 Wellington Dr., Stamford, CT 06903 (203) 322-3856
Diversa Mfg. Co., Simon Sign Co., 6530 Carnegie Ave., Cleveland, OH 44103 (216) 431-4866
Diversified Furniture Imports Inc., 14 Troy Hills Rd., P.O. Box B, Whippany, NJ 07981 (201) 428-5440
Diversitech General, Wallcovering Div., A GenCorp Co., 401 Hackensack Ave., Hackensack, NJ 07601 (201) 489-0100
Diversitech General, Inc., Coated Fabrics Div., P.O. Box 875, Toledo, OH 43696 (419) 729-3731
Dixie Mfg. Co., 110 Colley Ave., Norfolk, VA 23510 (804) 625-8251
D'Lights, 533 W. Windsor Rd., Glendale, CA 91204 (818) 956-5656
Paul L. Dodds Designs for Dining, P.O. Box 338, Buena Park, CA 90620 (714) 521-9400
Domore Corporation, 2400 Sterling, P.O. Box 1289, Elkhart, IN 46515 (219) 293-0621
Domtar Industries, Inc., 6300 Atlantic Blvd., Norcross, GA 30071 (404) 449-4351
Domtar Laminated Prods., 385 La Fleur Ave., LaSalle, PQ H3R 3H7, Canada (514) 366-2710
Domus Italia Inc., 149 Wooster St., New York, NY 10014 (212) 529-1177
Donghia Furniture, 485 Broadway, New York, NY 10013 (212) 925-2777
Donn Corp., 1000 Crocker Rd., Westlake, OH 44145 (216) 871-1000
Dor-Val Mfg. Ltd., 2760 Laurentian Blvd., St. Laurent, Montreal, PQ H4K 2E1, Canada (514) 336-7780
Dorsett Carpet Mills, P.O Box 740, Chatsworth, GA 30705 (404) 695-9411
Douglass Industries, Inc., P.O. Box 701, Egg Harbor City, NJ 08215 (800) 257-8551 (US), (800) 642-9169 (N)
See p.157 for above company's ad.
Dow Chemical U.S.A., Marketing Communications, 2020 Dow Center, Midland, MI 48640 (517) 636-1000
Dow Chemical USA, Urethane Floor Covering Business, 2864 N. Dug Gap Rd., Dalton, GA 30720 (404) 277-1133
Dow Corning Corp., Box 0994, Midland, MI 48686 (517) 496-4000
Downs Carpet Co., Inc., P. O. Box 475, Willow Grove, PA 19090 (215) 672-1100
Draw-Matic Corp., 2970 Frembes, P.O. Box 68, Drayton Plains, MI 48020 (313) 674-4629
DuBarry Furniture of Canada Limited, 23 Connell Ct., Toronto, ON M8Z 1E8, Canada (416) 251-2295
Dukane Corp., Communications System Div., 2900 Dukane Dr., St. Charles, IL 60174 (312) 584-2300
Dunbar Furniture, 601 S. Fulton St., Berne, IN 46711 (219) 589-2111
E. I. DuPont de Nemours & Co., Marketing Communications Dept., Wilmington, DE 19898 (302) 774-2421
See p.131,136-137,182-183 for above company's ad.
E. I. DuPont de Nemours & Co., Textile Fibers Dept., Centre Road Bldg., Wilmington, DE 19898 (302) 999-2947
Du Quaine Lectern Mfg. Corp., 303 Dodge St., P.O. Box 56 W, Kewaunee, WI 54216 (414) 388-3790
Durable Mat Co., 75 N. Pleasant, P.O. Box 290, Norwalk, OH 44857 (419) 668-8138, (800) 537-1603
Duraclean International, Deerfield, IL 60015 (312) 945-2000
Duracote, 350 N. Diamond St., Ravenna, OH 44266 (216) 296-9600
Duraform, Div. Century Plastics Inc., 1435 S. Santa Fe Ave., Compton, CA 90221 (213) 637-1121
Durawall Inc., 10 Market St., Kenilworth, NJ 07033 (201) 245-4646 (212) 355-3888
Durham Mfg. Co., 84 Main St., Durham, CT 06422 (203) 349-3427
Durkan Patterned Carpet, P.O. Box 1006, 405 Virgil Dr., Dalton, GA 30720 (404) 278-7037
Daniel C. Duross, Ltd., Designs for Designers, 5 S. William St, Johnstown, NY 12095 (518) 762-1910
Dwyer Products Corp., Calumet Ave., Michigan City, IN 46360 (219) 874-5236, (800) 348-8508
Dyna-Systems, 5371 Tennyson, Denver, CO 80212 (303) 455-5400
Dynamic Custom Equipment, Ltd., 246 Advance Blvd., Brampton, ON L6T 4T3, Canada (416) 454-2233
Dynel International, 5 E. Washington St., Zeeland, MI 49464 (616) 772-2147
Dyrlund, P.O. Box 49, Allegade 12-14, Frederiksberg, DK-2000, Denmark (01) 317733
Dyrotech Industries, Inc., P.O. Box 2429, Joliet, IL 60434 (815) 727-5000

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EMU, 2318 Fraver Dr., Reading, PA 19609 (215) 376-3386
EST Co., P.O. Box 25 F, Grafton, WI 53024 (414) 377-3270
See p.255 for above company's ad.

EVCO Office Products/Computer Acc., 7151 Evco Circle, DeForest, WI 53532 (608) 846-4282
Eagle Computer Furniture Systems, P.O. Box 586, Easton, PA 18042 (800) 223-3962
Ebco Contract Furniture, 1221 Erie Ave., Sheboygan, WI 53081 (414) 458-8731
Ebco Mfg. Co., 265 N. Hamilton Rd., Box 13150, Columbus, OH 43213 (614) 861-1350
Ebers Casual Furniture, 945 Rte. 22 W., N. Plainfield, NJ 07060 (201) 822-9191
Eck-Adams Corp., 347 N. Lindbergh Blvd., St. Louis, MO 63141 (314) 993-8100
Eclipse Solar Systems, Inc., 750 Kenilworth Blvd., Kenilworth, NJ 07033 (201) 245-5700
Edelman-Jankow Co., Inc., 1275 S. Campbell Ave., Chicago, IL 60608 (312) 226-5023
Edelman Leather, 1 Rowan, Danbury, CT 06810 (203) 794-1601
Teddy & Arthur Edelman, Ltd., 1 Rowan St., Danbury, CT 06810 (203) 794-1601
Egan Visual Inc., 300 Hanlan Rd., Woodbridge, ON L4L 3P6, Canada (416) 851-2826
Eggers Industries, P.O. Box 88, 1819 E. River, Two Rivers, WI 55421 (414) 793-1351
Eldon Office Products, Div. Eldon Industries, Inc., 1130 E. 230 St., Carson, CA 90745 (213) 518-1600
See p.40-41 for above company's ad.
Electri-Cable Assemblies, Inc., 44 Canal St., Shelton, CT 06484 (203) 735-4414
Electrix Inc., 45 Spring St., New Haven, CT 06519 (203) 776-5577
Electro Refinishing, 891 Bloomfield Ave., Clifton, NJ 01012 (201) 779-0200
Electronic Systems Furniture Co., 17129 S. Kingsview Ave., Carson, CA 90746 (213) 538-9601
Ben Elfman & Son, Inc., 124 Second St., Chelsea, MA 02150 (617) 884-8600, (800) 842-0206
Elgem, Inc., 4620 Flatlands Ave., Brooklyn, NY 11234 (212) 338-9500
Eliane Pepper, Ltd., 18101 S. Figueroa, Gardena, CA 90266 (213) 515-1216
Elkhart Door, Inc., P.O. Box 2177, Elkhart, IN 46515 (219) 294-5428
Elliptipar Inc., 145 Orange Ave., West Haven, CT 06516 (203) 932-2266
Elmo Mfg., 70 New Hyde Park Rd., New Hyde Park, NY 11040 (516) 593-3030
Emco, Inc., 14405 W. 106 St., Lenexa, KS 66215 (913) 492-7414
Emeco Industries, Inc., 805 Elm Ave., P.O. Box 233, Hanover, PA 17331 (717) 637-5951
Endura, Div. of Biltrite Corp., P.O. Box 9045, Waltham, MA 02254 (617) 647-5375
Engineering & Testing Laboratories, Inc., 3033 Madison Ave. S.E., Grand Rapids, MI 49508 (616) 247-0515
Entol Industries Inc., 8180 N.W. 36 Ave., Miami, FL 33147 (305) 696-0900
Envel Design Corp., 1940 Cotner Ave., Los Angeles, CA 90025 (213) 478-2524
Environmental Graphic Systems, Inc., 2035 S. Arlington Hts. Rd. #118, Arlington Heights, IL 60005
Environmental Graphics, Inc., 15295 Minnetonka Blvd., Minnetonka, MN 55345 (612) 938-1300, (800) 328-3869
Epic Metals Corp., 11 Talbot Ave., Rankin, PA 15104 (412) 351-3913
Equipto, 225 S. Highland Ave., Aurora, IL 60507 (312) 859-1000
Ergoform, Inc., 685 Meloche, Dorval, PQ H9P 2S4, Canada (514) 636-6682
Ergonom Corp., 10848 Cantara St., Sun Valley, CA 91352 (818) 504-0020
See p.133 for above company's ad.
Esselte Pendaflex Corp., 71 Clinton Rd., Garden City, NY 11530 (516) 741-3200
Essex Wallcoverings, DiversiTech General/A GenCorp Co., 401 Hackensack Ave., Hackensack, NJ 07601 (201) 489-0100
Estel Inc., 6695 Peachtree Ind. Blvd., Ste. 212, Atlanta, GA 30360 (404) 446-0933
See p.11 for above company's ad.
Eurobelt, Inc., 3601 Omar Ln., Plano, TX 75023 (214) 985-0996
Eurotex Inc., 165 W. Ontario St., Philadelphia, PA 19140 (215) 739-8844, (800) 523-0731
See p.14 for above company's ad.
Executive Furniture, P.O. Box 167, Cty. Rd. 400 W., Huntingburg, IN 47542 (812) 683-3334
See p.94-95 for above company's ad.
Executive Office Concepts, Inc., 1705 Anderson Ave., Compton, CA 90220 (213) 979-2643
Executive Suite Furniture, Inc., 100 B. King St., Everman, TX 76140 (817) 572-1061
Expanko Cork Co., Inc., P. O. Box 384, West Chester, PA 19380 (800) 345-6202
Expo Competence/Bang & Olufsen of America, 1150 Feehanville Dr., Mt. Prospect, IL 60056 (312) 299-6972
Express Signs Intl., 15534 Cabrito Rd., Van Nuys, CA 91406 (213) 765-5200, (800) 423-2292
Exxon Chemicals, 380 Interstate N., Suite 375, Atlanta, GA 30339 (404) 955-2300

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FDL, Flair Designs Ltd., 1701 N. Market, P.O. Box 606, Kokomo, IN 46901 (317) 452-6008
Fab-U-Gard, P.O. Box 39430, Phoenix, AZ 85069 (602) 252-3991
Fabra-Wall Ltd., 9 Greenfield Estates, St. Albert, AB T8N 2G2, Canada (403) 458-4825
Fabri-Trak, Unique Concepts, Inc., 201 E. 28 St., New York, NY 10016 (212) 532-2393
Fabrica International, 2801 Pullman St., Santa Ana, CA 92705 (714) 261-7181
Fabrique Wallhangings, 1900 E. McDowell Rd., Phoenix, AZ 85006 (602) 252-9880
Facility Management Institute, 3971 S. Research Park Dr., Ann Arbor, MI 48104 (313) 994-0200
Falcon Products Inc., 9387 Dielman Industrial Dr., P.O. Box 21569, St. Louis, MO 63132 (314) 991-9200
See p.113 for above company's ad.
Fantastic Graphics, 3905 W. Cypress, Tampa, FL 33607 (813) 870-3090
Fantoni USA Inc., 104 Greene St., New York, NY 10012 (212) 219-2321
Faull & Son, Box 627, 515 Holford St., Niles, OH 44446 (216) 652-4341
Faultless Caster Corp., 1421 N. Garvin St., Evansville, IN 47711 (812) 425-1011
Murray Feiss, Div. Feiss Industries, 125 Walnut Ave., Bronx, NY 10454 (212) 292-2024
Feldman Co., 612 S. Wall St., Los Angeles, CA 90014 (213) 627-6731
Fiandre Ceramic Granite, P.O. Box 795, Elk Grove Village, IL 60007 (312) 640-1107
See p.99 for above company's ad.
Fiber-Seal International, Inc., 10755 Sanden Dr., Ste. 100, Dallas, TX 75238 (214) 349-8374
See p.218 for above company's ad.
Fiberesin Industries, Inc., P.O. Box 88, Oconomowoc, WI 53066 (414) 567-4427
See p.295 for above company's ad.
Fiberglass Specialties Inc., 4401 Eastern Ave., Baltimore, MD 21224 (301) 675-2121
Ficks Reed, 4900 Charlemar Dr., Cincinnati, OH 45227 (513) 561-2100
Fidelity Arts, 9000 Beverly Blvd., Los Angeles, CA 90048 (213) 278-6611
Edward Fields Inc., 232 E. 59 St., New York, NY 10022 (212) 310-0400
Filing Equipment Corp., P.O. Box 457, Ringgold, GA 30736 (800) 241-5246
Fine Art Resources, Inc., 2179 Queensburg Ln., Palatine, IL 60074 (312) 991-2301
Finealum Corp., 40-24 22 St., Long Island City, NY 11101 (718) 937-3172
Finkel Outdoor Products, Inc., Contract Div., 141 Lanza Ave., Garfield, NJ 07026 (201) 772-7700
Finmark, 300 Crescent St., Jamestown, NY 14701 (716) 483-1025
Fire King International, 900 Park Pl., New Albany, IN 47150 (812) 948-8400
Firesafe Products Corp., 42 E. 29 St., New York, NY 10016 (212) 684-6740
Firth Carpet, 1755 The Exchange, Atlanta, GA 30339 (800) 241-3570
Fitzpatrick Ceramics, 941 E. Third St., Los Angeles, CA 90013 (213) 625-2270
Fixtures Furniture, 1642 Crystal, P.O. Box 6346, Kansas City, MO 64126 (816) 241-4500
See p.23 for above company's ad.
Flex-O-Lators, Inc., P.O. Box 617, Carthage, MO 64836 (417) 358-4095
See p.222 for above company's ad.
Flex-Y-Plan Industries, Inc., 6960 W. Ridge Rd., Fairview, PA 16415 (800) 458-0552 (US), (800) 352-1242 (PA)
Flexco Co., P.O. Box 553, Tuscubia, AL 35674 (205) 383-7474
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc., P.O. Box 88, Liberty, SC 29657 (803) 855-0500
Flexible Furniture Div., Kewaunee Scientific Equipment Corp., Plainwell, MI 49080 (616) 685-6831
Flexible Materials Inc., 11209 Electron Dr., Louisville, KY 40299 (502) 267-7717
Flexsteel Industries Inc., Contract Division, P.O. Box 877, Dubuque, IA 52001 (319) 556-7730
Floating Floors, Inc., 795 Berdan Ave., P.O. Box 6627, Toledo, OH 43612 (419) 476-8772
Floorgraphix Inc., Box 1351, Cartersville, GA 30120 (404) 386-0310
Floral Glass & Mirror, 895 Motor Pkwy., Hauppauge, NY 11787 (516) 234-2200
Florenco Foliage Systems Worldwide, 920 E. 149 St., Bronx, NY 10455 (212) 402-0500
Foamex Products Inc., P.O. Box 4159, 823 Waterman Ave., East Providence, RI 02914 (401) 438-0900
Focal Point Inc., 2005 Marietta Rd., Atlanta, GA 30318 (404) 351-0820
Foldcraft Co., 743 Centennial Dr., Kenyon, MN 55946 (507) 789-5222
Foliage Plant Systems, Inc., P.O. Box 727, 219 Changebridge Rd., Pinebrook, NJ 07058 (201) 263-3200
Forbo North America, Inc., 218 W. Orange St., Lancaster, PA 17603 (717) 291-5874
Forecast Lighting Co., 500 N. Oak St., Inglewood, CA 90302 (213) 678-5151
Formica Corp., 155 Rt. 46 W., Wayne, NJ 07470 (201) 890-9400
Forms & Surfaces, 1170 Coast Village Rd., Santa Barbara, CA 93108 (805) 969-7721
Forster Textile Mills Inc., Airport Rd., P.O. Box 1006, Laurinburg, NC 28352 (919) 844-3976
Forstmann & Co., Inc., 1185 Ave. of Americas, New York, NY 10036 (212) 930-2016
Fortress Inc., 8801 Beverly Blvd., Los Angeles, CA 90048 (213) 273-5800
Fostoria Industries, Inc., 1200 N. Main St., Fostoria, OH 44830 (419) 435-9201
Four Seasons Solar Products, 5005 Veterans Memorial Hwy., Holbrook, NY 11741 (516) 563-4000
Frank Eastern Co., 599 Broadway, New York, NY 10012 (212) 219-0007
Frankel Associates, Inc., 1122 Broadway, New York, NY 10010 (800) 221-4670
See p.132 for above company's ad.
Franklin Picture Co., 4300 N. Knox Ave., Chicago, IL 60641 (312) 286-9070
Fraser Contract Furniture Inc., 5525 Cote de Liesse, Montreal, PQ H4P 1A1, Canada (514) 748-7306
Fredrick Ramond, Inc., 1612 S. Carmenita Rd., Cerritos, CA 90701 (213) 926-1361
See p.71 for above company's ad.
Fritz Chemical Co., Drawer 17040, Dallas, TX 75217 (214) 285-5471
Froelich Leather Craft Co., Inc., 63-20 Austin St., Rego Park, NY 11374 (718) 897-7000

Frontline Products, 1915 W. Glen Oaks Blvd., Suite 200, Glendale, CA 91201 (818) 843-1860
Fuller Contract Accessories Corp., 10-16 44 Dr., Long Island City, NY 11101 (212) 688-2243
Functional Office Furniture, Labofa, 1281 Anderson Dr., San Rafael, CA 94901 (415) 457-4143
Funder America Inc., Funder Dr., P.O. Box 888, Mocksville, NC 27028 (704) 634-3501
Fupoflex/USA, 13450 Farmington Rd., Livonia, MI 48150 (313) 525-4150
Furniture Consultants Inc., 11 W. 19th St., New York, NY 10011 (212) 935-9218
Furniture Systems Specialist Co., 179 Chelmsford St., Lowell, MA 01851 (617) 452-4767

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GF Furniture Systems, 4944 Belmont Ave., P.O. Box 1108, Youngstown, OH 44501 (216) 759-8888
GHP, Inc., 11453 Hilguard Rd., Dallas, TX 75243 (214) 343-0004
GMT Go-Met-Tile Associates Inc., 1255 Oak Point Ave., Bronx, NY 10474 (212) 991-8500
G/O Furniture, Inc., 2392 E. 48 St., Los Angeles, CA 90058 (213) 589-9181, (800) 572-1530
GTE Sylvania Lighting, U.S. Lighting Div., Sylvania Lighting Center, Danvers, MA 01923 (617) 777-1900
G.W. Furniture (1983) Inc., 5525 Cote de Liesse, Montreal, PQ H4P 1A1, Canada (514) 748-7306
Gail Architectural Ceramics, Gail Intl. Corp., 14791 Myford Rd., Tustin, CA 92680 (714) 731-8361
Galaxy Carpet, 850 Arthur Ave., Elk Grove Village, IL 60007
Naomi Gale/Custom Wall Systems, 305 E. 63rd St., New York, NY 10021 (212) 421-2118
Gallery Brassworks, Div. of Gallery of Architectural Detail Inc., 1114 Westport Crescent, Mississauga, ON L5T 1G1, Canada (416) 673-2303
Garcy Corp., 1400 N. 25 Ave., Melrose Park, IL 60160 (312) 261-1800
Gardco Lighting, 2661 Alvarado St., San Leandro, CA 94577 (415) 357-6900
Gardisette U.S.A., Inc., Hwy. 24, P.O. Box 2586, Anderson, SC 29622 (800) 845-8755
Gargoyles, Ltd., 512 S. Third St., Philadelphia, PA 19147 (215) 629-1700
Garrett Industries, 802 E. King St., Garrett, IN 46738 (219) 357-4161, (800) 538-2592
Gas Spring Company, Fichtel and Sachs Industries, 92 County Line Rd., Colmar, PA 18915 (215) 822-1982
Gasser Chair Co., Inc., 4136 Loganway Ave., Youngstown, OH 44505 (216) 759-2234
Gates Acoustinet, P.O. Box PP, Santa Rosa, CA 95402 (707) 584-7360
Gatto Furniture Ind. Inc., 3750 Ravenswood Rd., Ft. Lauderdale, FL 33312 (305) 584-6400
Gayeski Furniture Coordinates, Inc., 3825 Hwy. 390, Panama City, FL 32405 (904) 785-6177
Geller Originals, 9041 Lindblade St., Culver City, CA 90232 (213) 272-1330, 836-7140
Gem Industries, Inc., 314 Main St., P.O. Box 400, Gardner, MA 01440 (617) 632-6800
General Drapery Services Inc., 635 W. 23 St., New York, NY 10011 (212) 924-7200
General Electric Co., Nela Park, Cleveland, OH 44112 (216) 266-3200
General Electric Co., Plastics Group, 1 Plastics Ave., Pittsfield, MA 01201 (800) 845-0600
General Electric Co., Silicone Products Div., Waterford, NY 12188 (518) 237-3330
General Felt Industries, Park 80 Plaza West-One, Saddle Brook, NJ 07662 (201) 843-0900
General Felt Industries West Coast Div., P.O. Box 22111, Los Angeles, CA 90022 (213) 728-0151
General Foam Corp., W. 100 Century Rd., Paramus, NJ 07652 (201) 262-7500
General Fountains Corp., 264 W. 40 St., New York, NY 10018 (212) 391-3920
General Mica Corp., 1850 N.E. 144 St., North Miami, FL 33181 (305) 949-7247
Genon Wallcoverings, DiversiTech General/a GenCorp Company, 401 Hackensack Ave., Hackensack, NJ 07601 (201) 489-0100
Georgian Art Lighting Designs, Inc., P.O. Box 325, Lawrenceville, GA 30246 (404) 963-6221
Gerard Metal Craftsmen, Times-2 Filing Div., 151 W. Rosecrans Ave., Gardena, CA 90249 (213) 217-5000
See p.144 for above company's ad.
The Otto Gerdau Co., Marmi Uno Collection, 82 Wall St., New York, NY 10005 (212) 709-9609
Ghariany Executive, 2020 Post Oak Blvd., Houston, TX 77056 (713) 871-0330
Gianni Inc., 4615 W. Roosevelt Rd., Cicero, IL 60650 (312) 863-6696
Gilbert Int'l, 2945 Stuart Dr., Fort Worth, TX 76104 (817) 921-5331
Gilford, Inc., 19 W. 21 St., New York, NY 10010 (212) 243-2700
Ginns Business Furniture & Interiors, 1103 19 St. N.W., Washington, DC 20036 (202) 463-5100
The Ginsberg Collection, 190 San Bruno, San Francisco, CA 94103 (415) 621-6060
Girsberger Office Seating, P.O. Box 1990, Smithfield, NC 27577 (919) 934-0545
See p.50 for above company's ad.
Glaro Inc., 735 Old Willets Path, Hauppauge, NY 11788 (516) 234-1717
Glasique Lighting, Ltd., P.O. Box 20338, Greeley Sq. Sta., New York, NY 10001 (212) 532-4520
Glass & Mirror Craft Inds., 2111 Haggerty Rd., Walled Lake, MI 48088 (313) 624-5050 (800) 521-2200
Glassform, Div. of Century Plastics, Inc., 1435 S. Santa Fe, Compton, CA 90221 (213) 603-8991
Glasspec Corp., 10344 S.W. 187 St., Miami, FL 33157 (305) 255-8444
Glidden Paint Co., 925 Euclid Ave., Cleveland, OH 44115 (216) 344-8216
Global Tile & Wood Inc., 1400 W. Belt N., Houston, TX 77043 (713) 464-8888
Global Upholstery Co., Ltd., 560 Supertest Rd., Downsview Ont., M3J 2M6, ON M3J 2M6, Canada (416) 661-3660
Globe-Amerada Glass Co., 2001 Greenleaf Ave., Elk Grove Village, IL 60007 (312) 364-2900, (800) 323-8776
Globe Business Furniture, Inc., 90 Volunteer Dr., Hendersonville, TN 37075 (615) 822-4968
Globe Industries, 2638 E. 126 St., Chicago, IL 60633 (312) 646-1300
Go-Met-Tile Associates, Inc., 1255 Oakpoint Ave., Bronx, NY 10474 (212) 991-8500
Gold Bond Bldg. Products, Div. National Gypsum Co., 2001 Rexford Rd, Charlotte, NC 28211 (704) 365-0950
Gold Medal Inc., 1700 Packard Ave., Racine, WI 53403 (414) 637-6700
B.F. Goodrich, Decorative Products, 500 S. Main St., Akron, OH 44318 (216) 374-4082
See p.106 for above company's ad.
Gordon International, 200 Lexington Ave., New York, NY 10016 (212) 532-0075
See p.2 for above company's ad.
Gordon Mfg. Co., 5250 52nd St., Grand Rapids, MI 49508 (616) 698-6060
Graber Industries, Inc., Graber Plaza, Middleton, WI 53562 (608) 836-1011
Grahl International, Inc., P.O. Box 345, Coldwater, MI 49036 (517) 278-5179
See p.53 for above company's ad.
Grant Hardware Co., Div. Grant Industries Inc., 181A High St., West Nyack, NY 10994 (914) 358-4400
Graphic Encounter Inc., 4621 W. Washington Blvd., Los Angeles, CA 90016 (213) 930-2410, (800) 472-7445
Graphics Systems, Inc., 313 Ida, Wicihita, KS 67211 (316) 267-4171
Grauduss Inc., 2045 N. Union Rd., Dayton, OH 45426 (513) 854-1441
Greeff Fabrics Inc., 150 Midland Ave., Port Chester, NY 10573 (914) 939-6200
Harry Green Studio, 927 Noyes St., Evanston, IL 60201 (312) 864-9330
Green Horizons Interiorscaping Inc., 825 Berkshire Valley Rd., Wharton, NJ 07885 (201) 361-8550
Morris Greenspan Lamps, 1307 Hill Ave., P.O. Box 078678, West Palm Beach, FL 33407 (305) 848-9746, (800) 252-5267
Gregson Furniture Industries, 206 E. Frazier, P.O. Box 1269, Liberty, NC 27298 (919) 622-2201
Gretchen Bellinger Inc., 330 E. 59 St., New York, NY 10022 (212) 688-2850
Grifftex Commercial Carpet, Div. West Point Pepperell, 120 E. Morris St., P.O. Box 1208, Dalton, GA 30720 (404) 272-1400
Grippi Gallery, Inc., 315 E. 62 St., New York, NY 10021 (212) 759-6083
Grosfillex, Inc., Hotel/Contract Div., 4201 Pottsville Pke., Reading, PA 19605 (215) 921-9151
Group 4, W141 N9240 Fountain Blvd., Menomonee Falls, WI 53051 (414) 255-0802
See p.291 for above company's ad.
Group Four Furniture Inc., 25-5 Connell Ct., Toronto, M8Z 1E8, Ont., Canada (416) 251-1128
Guilford Inds., Inc., Park 80, West II, Saddle Brook, NJ 07662 (212) 619-8445
Gulden Gallery, H.C. Gulden Mfg. Co., P.O. Box 66, Legacy Ln., Aspers, PA 17304 (717) 677-7544
Gulistan Carpet, Div J. P. Stevens & Co., Inc., P.O. Box A, Aberdeen, NC 28315 (919) 944-2371
The Gunlocke Company, One Gunlocke Dr., Wayland, NY 14572 (716) 728-5111
Guth Lighting, Sub. of Jac Jacobsen, Inc., 2615 Washington Blvd.,P.O. 7079, St. Louis, MO 63177 (314) 533-3200

H

H.D.I., 57 Hamilton Ave., Waterbury, CT 06702 (203) 575-9992
HGH Design Group Ltd., P.O. Box 1074, Canal Street Sta., New York, NY 10013-0865 (212) 925-5925
HLF Furniture, Inc., 12000 Merriman Rd., Livonia, MI 48150 (313) 425-7820
HON Co., 200 Oak St., Muscatine, IA 52761 (319) 264-7100
HSP Computer Furniture, P.O. Box 5545, Birmingham, AL 35207 (205) 251-0500
Hafele America Co., 203 Feld Ave., High Point, NC 27261 (919) 889-2322
Hag USA, Inc., 108 Landmark Dr., Greensboro, NC 27409 (919) 668-9541
See p.177 for above company's ad.

Hagen Intl., 140 Potrero Ave., San Francisco, CA 94103 (415) 626-3655
Halcon Corp., 1811 2 Ave. N.W., Stewartville, MN 55976 (507) 533-4235
F. E. Hale Mfg. Co., P.O. Box 751, Herkimer, NY 13350 (315) 866-4250
See p.176 for above company's ad.
Haller Systems, Inc., 17741 Cowan Ave., Irvine, CA 92714 (714) 660-1555
See p.217 for above company's ad.
Hallmark Carpet Mills, 15905 Commerce Way, Cerritos, CA 90701 (213) 924-5535
Halo Lighting Div., Cooper Industries, 400 Busse Rd., Elk Grove Village, IL 60007 (312) 956-8400
Hamilton Industries, 1316 18 St., P.O. Box 137, Two Rivers, WI 54241 (414) 793-1121
Hamilton Sorter Co. Inc., P.O. Box 8, 3158 Production Dr., Fairfield, OH 45014 (513) 874-9498
See p.104-105 for above company's ad.
The Harbinger Co., Box 1209, River St., Calhoun, GA 30722 (404) 625-0918
Harbo Furnishings Dallas, Inc., 529 World Trade Center, P.O. Box 581008, Dallas, TX 75258 (214) 653-1864
Harbor Universal, Inc., 1900 Marina Blvd., San Leandro, CA 94577 (415) 352-2100
Harbour House Furniture, 737 Canal St., Bldg. No. 16, Stamford, CT 06902 (203) 348-6906
Hardwood House, Inc., 569 Lyell Ave., Rochester, NY 14606 (716) 254-0600
Hardwood Visuals, 530 5 Ave. N.W., New Brighton, MN 55112 (612) 633-1155
Hari Intl., 3915 Howard St., Skokie, IL 60076 (312) 677-3777
Harmon Div., Coast Craft, P.O. Box 1464, Tacoma, WA 98401 (206) 383-5367
Harris-Hub Co., Inc., 15600 S. Commercial Ave., Harvey, IL 60426 (312) 928-8585
See p.184 for above company's ad.
S. Harris & Co., Inc., 991 Francisco St., Torrance, CA 90502 (213) 538-4900
Harris-Tarkett Inc., 333 E. Maple St., P.O. Box 300, Johnson City, TN 37605 (615) 928-3122
Hartco Inc., c/o Tibbals Flooring Co., P.O. Box 1001, Oneida, TN 37841 (615) 569-8526
Harter Corp., 400 Prarie Ave., Sturgis, MI 49091 (616) 651-3201
See p.48-49 for above company's ad.
Harvard Interiors Mfg. Co., 4321 Semple Ave., St. Louis, MO 63120 (314) 382-5590
Harvard Mfg. Co., 24300 Solon Rd., Bedford Heights, OH 44146 (216) 232-0548
Haskell of Pittsburgh, Inc., 231 Haskell Ln., Verona, PA 15147 (412) 828-6000
Hausmann Industries, Inc., 130 Union St., Northvale, NJ 07647 (201) 767-0255
Haworth Inc., One Haworth Center, Holland, MI 49423 (616) 392-5961
See p.6 for above company's ad.
Haydock Caster Co., 7500 N. Caldwell, Niles, IL 60648 (312) 647-0022
Hayes Mfg. Co., Inc., 1036 47th Ave., P.O. Box 7229, Oakland, CA 94601-0229 (415) 534-4511, (800) 922-7876
See Cov IV for above company's ad.
Haynes Vermont Barnboard, Box 577, Wilmington, VT 05363 (802) 464-2254
Helikon Furniture Co. Inc., 607 Norwich Ave., Taftville, CT 06380 (203) 886-2301
Helko Systems Furniture, Subs. of Jac Jacobsen Ent., 3314 2nd St. E., P.O. Box 712, Cornwall, ON K6H 5T5, Canada (613) 938-0492
Hemisphere Steel Products Corp., 56 N. 11 St., Brooklyn, NY 11211 (718) 388-6705
Henderson Furniture, 199 Upper Edison, St. Lambert, PQ J4R 2R3, Canada (514) 671-7221
Hendrick Textiles, Ltd., 199 E 17th St., Holland, MI a49423 (616) 396-0464
See p.155 for above company's ad.
Hercules Incorporated, Nouvell Fibers Marketing, 3169 Holcomb Bridge Rd., Norcross, GA 30071 (404) 447-9120
See p.114-115 for above company's ad.
Herculite Products, Inc., 1107 Broadway, New York, NY 10010 (212) 691-7550
Hermes Leather Corp., 45 W. 34 St., New York,, NY 10001 (212) 947-1153
Hermsdorf Fixture Mfg. Co., Inc., 108 Franklin St., Manchester, NH 03101 (603) 623-8833
Hesco Industries Inc., P.O. Box 7, Charlestown, IN 47111 (812) 256-3323
Hettich America Corp., 12428 Sam Neely Rd., Charlotte, NC 28210 (704) 333-1269
Heuga U.S.A. Inc., 185 Sumner Ave., Kenilworth, NJ 07033 (800) 526-4062
S. M. Hexter Co., 2800 Superior Ave., Cleveland, OH 44114 (216) 696-0146
Hickory Business Furniture, P.O. Box 8, Hickory, NC 28603 (704) 328-2064
Hickory Chair Co., P.O. Box 2147, Hickory, NC 28603 (704) 328-1801
Hickory Furniture/Contract Hickory Furniture Co., 201 Pendleton Rd., High Point, NC 27261 (919) 884-2244
See p.267 for above company's ad.
Hickory Leather Co., Rte. 3, Box 423, Vale, NC 28168 (919) 775-2761
High Point Furniture Ind., Corporation Dr., P.O. Box 2063, High Point, NC 27261 (919) 431-7101
See p.15 for above company's ad.
Hillcrest Manuf., 1 College Hill St., Paoli, IN 474454 (812) 723-2800
Hismith Co., P.O. Box 800, Ft. Atkinson, WI 53538
Hitchcock Chair Co., Rt. 219, P.O. Box 369, New Hartford, CT 06057 (203) 379-8531
Hoboken Wood Floors, 969 Third Ave., New York, NY 10022 (212) 759-5917
Hoechst Fibers Industries, 1515 Broadway, New York, NY 10022 (212) 869-3950
Holcomb & Hoke Mfg. Co., 1545 Van Buren St., P.O. Box A3 3900, Indianapolis, IN 46203 (317) 784-2448
Holly Imports, 24 Mercer Ave., Doylestown, PA 18901 (215) 348-8346
Hollytex Carpet Mills, Inc., 525 S. 7th Ave., City of Industry, CA 91749 (818) 369-3661
Homasote Co., P.O. Box 7240, West Trenton, NJ 08628 (609) 833-3300
Home & Castle Architectural Window Shading Systems, 7531 Coldwater Canyon Ave., N. Hollywood, CA 91604 (800) 828-2500
Homecrest Industries Inc., Box 350, Wadena, MN 56482 (218) 631-1000
Homestead Fabrics, Contract Division, 135 W. 41 St., New York, NY 10036 (212) 221-4700
Hoosier Desk Co., P.O. Box 32, French Lick, IN 47432 (812) 482-4367
Hoosier Panel Co., P.O. Box 499, New Albany, IN 47150 (812) 944-6477
Hoover Systems, Acoustical Screens in Color Inc., 12118 Corporate Dr., Dallas, TX 75228 (214) 270-6471
Hoover Universal, Inc., Furniture Components Div., Showalter Dr., Georgetown, KY 40324 (502) 863-3910
Host-Racine Industries Inc., 1405 16 St., Racine, WI 53403 (414) 637-4491, (800) 558-9439
Hough Mfg. Corp., P.O. Box 591, Janesville, WI 53547 (608) 756-1241
House-O-Lite, 4041 S. Emerald Ave., Chicago, IL 60609 (312) 376-9780
Houx Manufacturing, 62 South James, Kansas City, KS 66118 (913) 321-3279
See p.281 for above company's ad.
Howe Furniture Corp., P.O. Box 0386, 12 Cambridge Dr., Trumbull, CT 06611 (203) 374-7833
See p.165 for above company's ad.
Hubbell Inc., Wiring Device Div., P.O. Box 3999, State St. & Bostwick Ave., Bridgeport, CT 06605 (203) 333-1181
Hubbell Lighting Div., Hubbell Inc., 2000 Electric Way, Christiansburg, VA 24073 (703) 382-6111
Human Factor Technologies, 55 Harvey Rd., P.O. Box 235, Londonderry, NH 03053 (603) 432-4495
Hund Furniture, 170 N. Branden Dr., Glendale Hts., IL 60139 (312) 529-0038
Hunt Country Furniture, Inc., 128 Webatuck Rd., Wingdale, NY 12594 (800) 431-3281
Hunter Douglas Architectural Prods., Inc., 4600 Highlands Pky., Smyrna, GA 30080 (404) 432-1364
Hunter Douglas Inc., Window Fashion Div., 601 Alter St., Broomfield, CO 80020 (303) 466-1848
Huntington/Pacific Ceramics, P.O. Box 1149, Corona, CA 91718
Hyde Park, 36 S. Main St., Orange, MA 01364 (617) 544-2171
Hyde Park Chair, Inc., 1101 Destrehan, St. Louis, MO 63107 (314) 231-2853
Hygenic Corp., 1245 Home Ave., Akron, OH 44310 (216) 633-8460

I

ICF, Inc., 305 E. 63 St., New York, NY 10021 (212) 750-0900
ICI Fibres, A Div. of ICI Americas, 812 N. Elm St., Greensboro, NC 27401 (919) 379-0050
IEM Marketing, Inc., 251 W. Garfield Rd., Aurora, OH 44202 (216) 562-0777, (800) 633-7653
iil international, 7005 Fulton Industrial Blvd. S.W., Atlanta, GA 30336 (404) 344-1100
I.O.I. Installations, 1550 W. Fort St., Detroit, MI 48216 (313) 961-2357
IPF Intl., P.O. Box 768, 11-13 Maryland Ave., Paterson, NJ 07503 (201) 345-7440
See p.178-179 for above company's ad.
ITAC, 777 N.W. 72nd Ave., Ste. 1CC45, Miami, FL 33126 (305) 262-7744, (800) 647-0077
See p.1 for above company's ad.
IZCO Seating, Inc., 2001 W. Main St., Stamford, CT 06902 (203) 348-9090
Ibis Furniture, 517 Hudson St., Hackensack, NJ 07601 (210) 440-2404
Ideation, Inc., 222 S. State, Ann Arbor, MI 48104 (313) 761-4360
Image Connection, Inc., 5504 W. Clinton Ave., Milwaukee, WI 53223 (414) 355-3900, (800) 222-9277
Importex, 1201 Story Ave., Louisville, KY 40206 (502) 583-8382
Indal Furniture Systems, 350 Clayson Rd., Weston, ON M9M 2L5, Canada (416) 745-2244
Indiana Cash Drawer Co., 1315 S. Miller St., Shelbyville, IN 46176 (317) 398-6643
Indiana Chair Co., Inc., P.O. Box 70, Jasper, IN 47546 (812) 482-3143
Indiana Desk Co., 1224 Mill St., Jasper, IN 47546 (812) 482-5727
Industrial Acoustics Co., Inc., 1160 Commerce Ave., Bronx, NY 10462 (212) 931-8000
Inner Concepts Inc., The Design Exchange Bldg., 712 Broadway, Kansas City, MO 64105 (816) 842-0717
Innerface Intl., 597 Cooledge Ave. N.E., Atlanta, GA 30306 (404) 875-6412
Innocrete Systems Inc., 49 Meeker Ave., Cranford, NJ 07016 (201) 272-0573
Innotex, G&T Industries, Inc., 3413 Eastern Ave. S.E., Grand Rapids, MI 49508 (616) 698-6960
Innovations, Inc., 969 Third Ave., New York, NY 10022 (212) 935-6996
Innovative Ceiling Systems, 19901 Ventura Blvd., Woodland Hills, CA 91364 (818) 710-1225
Innovative Plastics, Gilbert Plastics Div., 2720 Lexington Ave., Mohegan Lake, NY 10547 (914) 528-3537
Innovative Products for Interiors, Inc., Contract Div., IDCNY Center Two, 30-20 Thomson Avenue, LIC, NY 11101 (718) 482-7440
See p.64 for above company's ad.

Inside Outfitters, 5704 Avery Rd., Amlin, OH 43002 (614) 766-1444
The Installation Group, Inc., 15608 E. 18th Ave., Aurora, CO 80011 (303) 337-2660
Instant Turf Industries Inc., P.O. Box 748, Dalton, GA 30720 (404) 226-6969
Institutional Carpet Mills, 6540 Powers Ferry Rd., Ste. 330, Atlanta, GA 30339 (404) 951-2075
Insul-Art Acoustics Corp., 107 Allen Blvd., Farmingdale, NY 11735 (516) 694-0002, (800) 526-0908
See p.301 for above company's ad.
Intalite Louvers & Ceilings Inc., 3611 Commercial, Northbrook, IL 60062 (312) 564-1570
Integrated Ceilings, Inc., 11500 Tennessee Ave., P.O. Box 64750, Los Angeles, CA 90064 (213) 478-0781
Interact, Acoustical Screens Corp., 79 Industrial Dr., Drawer 545, East Longmeadow, MA 01028 (413) 525-6613
Interactive Graphics Services Company, Inc., 1479 Chain Bridge Rd., McLean, VA 22101 (703) 556-0910
Interface Flooring Systems, P.O. Box 1503, Orchard Hill Rd., La Grange, GA 30241 (404) 882-1891
Intergraph Corp., 1 Madison Industrial Pk., Huntsville, AL 35807 (205) 772-2000
Interior Crafts, Inc., 2513 W. Cullerton Ave., Chicago, IL 60608 (312) 376-8160
Interior-Scape Inc., 27 Sugar Hollow Rd., Rt. 7, Danbury, CT 06810 (203) 792-6062
Interior Woods Inc., 16318 Meridian S., Puyallup, WA 98373 (206) 848-2200
Interlacken, 11-12 30 Dr., Long Island City, NY 11102 (718) 278-0330
Interna Designs Ltd., 6-168 Merchandise Mart, Chicago, IL 60654
International Design, 16000 Phoenix Dr., City of Industry, CA 91745 (818) 968-0444
International Designer Imports, 89 N.E. 27 St., Miami, FL 33137 (305) 573-0760
International Fabrics, Div. of Shelby Williams Ind., Inc., P.O. Box 1448, High Point, NC 27261 (919) 841-4868
International Glide Mfg. Corp., 1805 Flower St., P.O. Box 3744, Glendale, CA 91201 (213) 246-2300
International Linen Promotion Commission, 200 Lexington Ave., New York, NY 10016 (212) 685-0424
International Market Center, 7951 E. Maplewood, Ste. 300, Englewood, CO 80111 (303) 694-1966
International Systems Group Inc., System-Rite Seating, 316 California Ave., Reno, NV 89509 (702) 789-2631
International Terra Cotta, 690 N. Robertson Blvd., Los Angeles, CA 90069 (213) 657-3752
InterRoyal Corp., One Park Ave., New York, NY 10016 (212) 686-3500
Intervinyls, P.O. Box 2649, Muscle Shoals, AL 35660 (205) 383-0124
Intex Plastics, Wallcovering Div., 1255-A Lynnfield Rd., Ste. #257, Memphis, TN 38119 (901) 761-1370
Intrends International, P.O. Box 241, Scarsdale, NY 10583 (914) 472-5866
Intrex, Inc., 305 E. 63rd St., New York, NY 10021 (212) 758-0922
Invincible Metal Furniture, 26 & Franklin Sts., P. O. Box 607, Manitowoc, WI 54220 (414) 682-4601
Inwood Office Furniture, P.O. Box 646, Jasper, IN 47546 (812) 482-6121
See p.162 for above company's ad.
The Ironmonger, Inc., 1822 N. Sheffield Ave., Chicago, IL 60614 (800) 621-1937
Irwin Seating Co., P.O. Box 2429, Grand Rapids, MI 49501 (616) 784-2566, 2621
Island Furniture of Sarasota, Inc., 8554 Whitfield Park Loop, Sarasota, FL 33580 (813) 753-5644
Itoki of America, Inc., 489 5th Ave., New York, NY 10017 (212) 972-5240

J

J & J Industries, Inc., P.O. Box 1287, J & J Dr., Dalton, GA 30720 (404) 278-4454
JG Furniture Systems, Inc., A Div. of Burlington Industries, 121 Park Ave., Quakertown, PA 18951 (215) 536-7343
JSI, P.O. Box 231, Jasper, IN 47546 (812) 482-3204
See p.103 for above company's ad.
Leif Jacobsen Ltd., 130 Yorkland Blvd., Willowdale, ON M2J 1R5, Canada (416) 491-3333
Jaff Bros. Woodworks Inc., 41-43 37 St., Long Island City, NY 11101 (718) 784-1477
James David, Inc., P.O. Box 7240, St. Louis, MO 63177 (314) 569-3808
Janco Greenhouses, J.A. Nearing Co., Inc., 9339 Davis Ave., Laurel, MD 20707 (301) 498-5700
Jansko, Inc., 1800 S.W. 34 St., Fort Lauderdale, FL 33315 (305) 522-6791
Jardin, 2510 Lantrac Ct., Decatur, GA 30035 (404) 525-7528
Jason Industrial Inc., Rubber Floor Div., 340 Kaplan Dr., Fairfield, NJ 07006 (201) 227-4904
Jasper Chair Co., P. O. Box 311, Jasper, IN 47546 (812) 482-5239
Jasper Desk Co., P. O. Box 111, Jasper, IN 47546 (812) 482-4132
Jasper Wood Products, Inc., P.O. Box 271, Jasper, IN 47546 (812) 482-3454
Jayden Inc., P.O. Box 200, Hyde Park, ON N0M 1Z0, Canada (519) 471-3010
Jefsteel Business Equipment, 1345 Halsey St., Brooklyn, NY 11237 (212) 497-4004
Joanna Western Mills Co., 2141 S. Jefferson St., Chicago, IL 60616 (312) 226-3232
Jofco, 13 & Vine Sts., Jasper, IN 47546 (812) 482-5154
See p.82,83 for above company's ad.
Johnson Industries Inc., 1424 Davis Rd., Elgin, IL 60123 (312) 695-1242
Johnson Rubber Co., Flooring Products Div., 16025 Johnson St., Middlefield, OH 44062 (216) 632-1611, (800) 637-4995 (outside OH)
Johnson's Worldwide Moving, 3326 E. Wier Ave., Phoenix, AZ 85040 (602) 243-1618
See p.286 for above company's ad.
Johnston Tombigbee Furniture, 1424 Waterworks Rd., P.O. Drawer 2128, Columbus, MS 39701
Jones & Morris Photo Enlarging Ltd., 24 Carlaw Ave., Toronto, ON M4M 2R7, Canada (416) 465-5466
R. Jones & Associates, Inc., P.O. Box 47705, Dallas, TX 75247 (214) 951-0091
J. Josephson, Inc., 20 Horizon Blvd., S. Hackensack, NJ 07606 (201) 440-7000
Juhasz Inc., 4515 W. Adams Blvd., Los Angeles, CA 90016 (213) 731-6789
Juno Lighting, 2001 S. Mt. Prospect Rd., P.O. Box 5065, Des Plaines, IL 60017-5065 (312) 827-9880

K

KCR Fabrics Inc., 867 Merchandise Mart, Chicago, IL 60654 (312) 644-4287
KD/Context, One KD Dr., Belmont, MS 38827 (601) 454-3451
K. V. T. Carpet Mills, Inc., K. V. T. Intl., Holland, 401 E. Allegheny Ave., Philadelphia, PA 19401 (215) 425-5830
KVTV Ltd., P.O. Box 12702, Oklahoma City, OK 73157 (405) 947-0950
Kaleidoscope Limited, Inc., P.O. Box 66, Lamont, FL 32336 (904) 997-4569
Kamar Products Inc., 2 S. Buckhout St., Irvington-on-Hudson, NY 10533 (914) 591-8700
Karastan Rug Mills, 919 Third Ave., New York, NY 10022 (212) 980-3434
See p.39 for above company's ad.
Kardex Systems, Inc., P.O. Box 171, Marietta, OH 45750 (614) 374-9300
Karman Ltd., 7931 Deering Ave., Canoga Park, CA 91304 (818) 888-3818
Kasparians Inc., 1708 N. Tyler Ave., S. El Monte, CA 91733 (818) 444-0101
See p.56 for above company's ad.
Kasper Office Furniture, Div. of Grahl Intl., Inc., 333 Race St., P.O. Box 367, Coldwater, MI 49036 (517) 278-6669
Kaufman of Collingwood, 190 Balsam St., Collingwood, ON L9Y 3Y6, Canada (705) 445-6000
Kay Springs Inc., 175 Eileen Wy., Syosset, NY 11791 (516) 364-2010
Kebo Healthcare Systems, 1809 Elmdale Ave., Glenview, IL 60025 (312) 729-5700
Keene Corp., Genlyte, 346 Claremont Ave., Jersey City, NJ 07305 (201) 333-5120
Keene Lighting Products, Industrial Way, Wilmington, MA 01887 (617) 657-7600
Keilhauer Contract Seating, 946 Warden Ave., Toronto, ON M1L 4C6, Canada (416) 759-5665
Keleen Leathers, 9-120 Merchandise Mart, Chicago, IL 60654 (312) 644-6295
Keller Williams Mfg. Co., P.O. Box 14504, Oklahoma City, OK 73113 (405) 478-2860
Kendall U.S.A., P.O. Box 8839, 2900 S. Horseshoe Dr., Naples, FL 33963 (813) 774-4808
Kenlin Enterprises, 1530 Old Skokie Rd., Highland Park, IL 60035 (312) 831-2300
Kenmore Carpet Corp., 979 Third Ave., New York, NY 10022 (212) 755-8400
Kenmore Furniture Co., Inc., 352 Park Ave. S., New York, NY 10010 (212) 683-1888
Kentile Floors, Inc., 58 Second St., Brooklyn, NY 11215 (718) 768-9500
Kentucky Wood Floors, 4200 Reservoir Ave., Louisville, KY 40213 (502) 451-6024
Kewaunee Scientific Equipment Corp., Lab Div., P.O. Box 5400, Hwy. 21 North, Statesville, NC 28677 (704) 873-7202
Kiesling-Hess, 300 W. Bristol St., Philadelphia, PA 19140 (215) 457-0906
Kiesling-Hess, 525 W. 24 St., New York, NY 10011 (212) 206-7177
Kiesling-Hess, 8690 Hayden Pl., Culver City, CA 90232 (213) 839-2279
See p.293 for above company's ad.
Kimball Office Furniture Co., Div. Kimball Intl., 1600 Royal St., Jasper, IN 47546 (812) 482-1600
Kimric Products, International Cargo, 162 Eastern Ave., Lynn, MA 01902 (617) 598-1400
C. Kind & Co., Inc., 137 W. 28 St., New York, NY 10001 (212) 947-2130
Kinetics, 110 Carrier Dr., Rexdale, ON M9W 5R1, Canada (416) 675-4300
King Arthur Chair Co., Inc., 5501 N.W. 36 Ave., Miami, FL 33142 (305) 635-6650
King Arthur Inc., 965 Bethel Ave., Pennsauken, NJ 08110 (609) 662-9010(800) 257-7244, (800) 257-7244
King Refrigerator Corp., 7602 Woodhaven Blvd., Glendale, NY 11385 (718) 897-2200
See p.287 for above company's ad.
Kinney Wallcoverings, P.O. Box 7409, Oakland, CA 94601 (415) 261-4920
Carl Kisabeth Furniture, 5320 Glenview Dr., Ft. Worth, TX 76117 (817) 281-7560
Kittinger Co., General Mills, Inc., 1893 Elmwood Ave., Buffalo, NY 14207 (716) 876-1000
Kleen-Tex Inds., Inc., Weaving Div., La Grange, GA 30241 (404) 882-8134

Othmar Klem Cabinet Co., Inc., P.O. Box 116, St. Anthony, IN 47575 (812) 326-2361
Kliegl Brothers, 32-32 48 Ave., Long Island City, NY 11101 (212) 786-7474
Knape & Vogt, 2700 Oak Industrial Dr. N.E., Grand Rapids, MI 49505 (616) 459-3311
Knoll Carpet, 655 Madison Ave., New York, NY 10021 (212) 207-2200
Knoll Intl., 655 Madison Ave., New York, NY 10021 (212) 207-2200
Knoll Textiles, 655 Madison Ave., New York, NY 10021 (212) 207-2200
Koch & Lowy, Inc., 21-24 39th Ave., Long Island City, NY 11101 (718) 786-3520
Kofabco, Inc., P.O. Box 280, 21 E. Riverside Dr., Peru, IN 46970 (317) 473-6691, (800) 441-1100
Kraus Carpet Mills Ltd., 65 Northfield Dr., Waterloo, ON N2J 4J4, Canada (519) 884-2310
Kravet Fabrics Inc., 201 E. 56 St., New York, NY 10022 (212) 421-6363
Krefab Corp., 240 N. Oak St., Copiague, NY 11726 (516) 842-5151
Kroin Inc., Charles Sq., Ste. 300, Cambridge, MA 02138 (617) 492-4000
Boris Kroll Fabrics Inc., 979 Third Ave., New York, NY 10022 (212) 755-6200
Kron u.s.a., 1321 N.W. 65 Pl., Ft. Lauderdale, FL 33309 (305) 973-6911
Krov Inc., Kroy Sign Systems, 7570 E. Redfield, Scottsdale, AZ 85260 (602) 951-1593, (800) 521-4997
Krueger , inc., P.O. Box 8100, Green Bay, WI 54308-8100 (414) 468-8100
Krug Furniture Inc., 420 Manitou Dr., Kitchener, ON N2G 4J3, Canada (519) 893-1100
Kustom Fit Mfg. Co., Guaranty of CA. Div., 10520 Sessler St., South Gate, CA 90280 (213) 861-8164
Kwik File, Inc., 700 Colorado Ave. S., Golden Valley, MN 55416 (612) 546-1980
Kwik Wall Co., P.O. Box 3267, Springfield, IL 62708 (217) 522-5553

L

LAM Lighting Systems, Subs. Jac Jacobsen Inds., Inc., P.O. Box 111, Wakefield, MA 01880 (617) 245-5115
L&B Contract Industries, 3232 Lurting Ave., Bronx, NY 10469 (212) 882-5400
L&B Mfg. Corp., 2144 Colorado Ave., Santa Monica, CA 90404 (213) 870-5771
LBF Office Systems Collection, Div. Joyce Intl., 640 Whiteford Rd., P.O. Box M-26, York, PA 17405 (717) 854-1545
LP Products, Div. of Eldon Industries Inc., 14817 S. McKinley Ave., Posen, IL 60469 (312) 597-6097
LSI Corp. of America, Inc., 2100 Xenium Ln., Minneapolis, MN 55441 (612) 559-4664
LUI-Laminates Unlimited, Inc., 550 E. Lombard St., Baltimore, MD 21224 (301) 522-4135
La-Z-Boy Contract, 1284 N. Telegraph Rd., Monroe, MI 48161 (313) 242-1444
Lackawanna Leather, P.O. Box 939-28613, Conover, NC 28613 (704) 322-2015
Lake Country Brass, P.O. Box 45, Farmington, NH 03835 (603) 755-2217, (800) 535-5002
Lakeland Chair Co., 28888 Haas Rd., Wixom, MI 48096 (313) 348-9545
Lakeshore Foliage Co., Inc., 7187 Washington Ave., S., Minneapolis, MN 55435 (312) 941-4121, (800) 328-8322 ext 274
Lamica Corp., Rte. 59, P.O. Box W, Hillburn, NY 10931 (914) 368-1200
Laminart, Inc., Box 117, Lenox Hill Sta., New York, NY 10021 (800) 323-7624
Laminating Services, Inc., P.O. Box 32159, Louisville, KY 40232 (502) 458-2614
Landscape Forms, Inc., 431 Lawndale Ave., Kalamazoo, MI 49001 (616) 381-0396
Lane's Floor Coverings, Inc., 192 Lexington Ave., New York, NY 10016 (212) 532-5200
Jack Lenor Larsen, 41 E. 11 St., New York, NY 10003 (212) 674-3993
LaSalle-Dietch Co., Inc., Contract Furnishings Div., 640 Industrial Pkwy., P.O. Box 2347, Elkhart, IN 46515
Lattoflex, Div. of Slatopedic/Dyn Corp., 285 Palisade Ave., Cliffside Pk., NJ 07010 (201) 945-6662
Lavi Industries, 27810 Ave. Hopkins, Valencia, CA 91355 (805) 257-7800, (800) 624-6225
Lawrence Metal Products, Inc., P.O. Box 400 M, Dept. C, Bayshore, NY 11706 (516) 666-0300
See Cov III for above company's ad.
F. H. Lawson Co., 801 Evans St., Cincinnati, OH 45204 (513) 251-2400
Lazarus Contract, 9303 E. 46 St., Tulsa, OK 74145 (918) 622-7700, (800) 331-3850
Le Pavillon Francais, 1501 Dragon St., Dallas, TX 75207
Leaf Designs, 999 E. Mandoline, Madison Heights, MI 48071 (313) 585-1374
Leathercraft Inc., P.O. Box 755, Conover, NC 28613 (704) 322-3305
Lectrosonics, Inc., 2100 Atrisco Dr. N.W., Box 12617, Albuquerque, NM 87195 (505) 831-1010
Ledu Corp., 25 Lindeman Dr., P.O. Box 358, Trumbull, CT 06611 (203) 371-5500
Lee Jofa Inc., 800 Central Blvd., Carlstadt, NJ 07072 (201) 438-8444
Lees Commercial Carpet Co., Div. Burlington Industries Inc., Valley Forge Corporate Ctr., King of Prussia, PA 19406 (215) 666-7770, (800) 523-5647
Leggett & Platt, Inc., P.O. Box 757, Carthage, MO 64836 (417) 358-8131
Leggett & Platt Inc., Masterack, 905 Memorial Dr., Atlanta, GA 30316 (404) 525-5501
Lehigh-Leopold, Div. Joyce Intl., One Joyce Dr., Burlington, IA 52601 (800) 553-2371
See p.24 for above company's ad.
Leisurelite Industries, Inc., 7988 N.W. 56 St., Miami, FL 33166 (305) 592-9239
Let There Be Neon, P.O. Box 337, Canal St. Sta., New York, NY 10013 (212) 966-4772
Leteron, 3305 Kashiwa St., Torrance, CA 90505 (213) 534-1630, (800) 446-5050
See p.134 for above company's ad.
Lettering Specialists Inc., 8142 N. Lawndale Ave., Skokie, IL 60076 (312) 674-3414
Level of Winchendon, Div. Mason & Parker Mfg. Co., 28 Front St., Winchendon, MA 01475 (617) 297-1500
Levolor Lorentzen, Inc., 1280 Wall St. W., Lyndhurst, NJ 07071 (201) 460-8400
Lewittes Furniture Ent. Inc., 171 Madison Ave., New York, NY 10016 (212) 684-2255
See p.265 for above company's ad.
Libbey Glass Div., Owens-Illinois, Inc., One SeaGate, Toledo, OH 43666 (419) 247-5296
Library Bureau, Inc., 801 Park Ave., Herkimer, NY 13350 (315) 866-1330
Lifeline Industries, 330 E. Main St., Swainsboro, GA 30401 (912) 237-6611
Light/Inc., 979 Third Ave., #402, New York, NY 10022 (212) 838-1130
Lighting Associates, Inc., 305 E. 63 St., New York, NY 10021 (212) 751-0575
Lighting Products, Inc., P.O. Box 608, Gurnee, IL 60031 (312) 360-0010
Lighting Services, Inc., 150 E. 58 St., New York, NY 10155 (212) 838-8633
Lightolier, Inc., 346 Claremont Ave., Jersey City, NJ 07305 (201) 333-5120
Lightron of Cornwall Inc., 65 River Rd., New Windsor, NY 12550 (914) 562-5500
Lightworks, 3345 W. Hunting Park Ave., Philadelphia, PA 19132-1888 (215) 223-9200
L'Image, 8155 Larrey St., Ville D'Anjou, PQ H1J 2L5, Canada (514) 353-8760
Linguanotto Inc., 245 E. 84th St., New York, NY 10028 (212) 517-5166
Lista Intl., 2601 Pinewood Dr., Grand Prairie, TX 75051 (214) 988-9128
Litecontrol Corp., Hawks Ave., P.O. Box 247, Hanson, MA 02341 (617) 293-5421
Litelab Corp., 251 Elm St., Buffalo, NY 14203 (716) 856-4300
LiteTouch, Inc., 220 W. 2855 S., Salt Lake City, UT 84115 (801) 466-9142
The Christopher Lloyd Collection, Inc., 3 Loomis Pl., New Haven, CT 06511 (203) 624-2433
Lloyd/Flanders, P.O. B. 500, Menominee, MI 49858 (800) 526-9824
See p.140 for above company's ad.
Loboflor, Div. of Bonar-Flotex, 3650 Trade Mart, Dallas, TX 75207 (214) 651-1423, (800) 334-7331
See p.84 for above company's ad.
Lowenstein/Oggo, 1801 N. Andrews Ext., Pompano Beach, FL 33061 (305) 975-2447
See p.171,173,175 for above company's ad.
F. W. Lombard, Co., 34 Pleasant St., South Ashburnham, MA 01466 (617) 827-5333
Robert Long Lighting, 55 W. Grant, P.O. Box 770, Healdsburg, CA 95448 (707) 431-1050
Lonseal Inc., Bldg. A, 928 E. 238 St., Carson, CA 90745 (213) 775-4048
Lopez Morton, 3819 Fondren, Houston, TX 77063 (713) 975-9721
Lotus Carpets, P.O. Box 1238, Columbus, GA 31902 (800) 222-1437
Loughman, 2121 Walton Rd., St. Louis, MO 63114 (314) 428-0321
Louverdrape, Inc., 1100 Colorado Ave., Santa Monica, CA 90401 (213) 450-6100
Louvertec Ltd., 525 Stinson, St. Laurent, PQ H4N 2E1, Canada (514) 382-2793
Lowe's Carpet Corp., P.O. Box 1186, Chatsworth, GA 30705 (404) 695-4678
Lown Enterprises, Inc., Tout Paris, 111 E. 80th St., New York, NY 10021 (212) 288-9730
Lubke Mobelwerke, P.O. Box 202, Sta. M, Toronto, ON M6S 4T3, Canada (416) 769-0812
Lumen Design, Inc., P.O. Box 5172, Beverly Hills, CA 90210 (213) 855-1185
Lumex Inc., 100 Spence St., Bay Shore, NY 11706 (516) 273-2200, (800) 645-5272
Luminaire Contract, Inc., 7300 S.W. 45 St., Miami, FL 33155 (305) 264-0485
Lundia, Inc., 600 Capitol Way, Jacksonville, IL 62650 (217) 243-8585
Harry Lunstead Designs, Inc., 8655 S. 208, Kent, WA 98031 (206) 872-8835
See p.30-31 for above company's ad.
Lutron Electronics Co., Inc., Suter Rd., Box 205, Coopersburg, PA 18036 (215) 282-3800
Luxo Lamp Corp., Subs. Jac Jacobsen Inds., Inc., Monument Park, P.O. Box 951, Port Chester, NY 10573 (914) 937-4433
Luxor Corp., 2245 Delany Rd., Waukegan, IL 60085 (312) 244-1800
J.M. Lynne Wallcoverings, 59 Gilpin Ave., P.O. Box 1010, Smithtown, NY 11788 (800) 645-5044

M

M&H Seating, 1212 Lincoln Dr., P.O. Box 5728, High Point, NC 27262 (919) 886-7061
See p.169 for above company's ad.
M. & J. Desk Mfg. Co., 14440 Don Julian Rd., City of Industry, CA 91746 (818) 333-7487
See p.271 for above company's ad.
M & M Engraving, 5320 Ivanhoe Dr., Kalamazoo, MI 49002 (616) 344-3908
M/B Designs, Inc., 737 Second St., Oakland, CA 94607 (415) 835-2080
MDC Wallcoverings, 1200 Arthur Ave., Elk Grove Village, IL 60007 (312) 437-4000
M-H Lamp & Fan Co., 7231-1/2 N. Sheridan Rd., Chicago, IL 60626 (312) 743-2225
MJL Impressions, 275 Market St., Minneapolis, MN 55405 (612) 332-4295
MMF Industries, 370 Alice St., Wheeling, IL 60090 (312) 537-7890

MPC, Inc., Noise Control Products Div., 835 Canterbury Rd., Westlake, OH 44145 (216) 835-1405

MTS Seating, Drier Div. of Michigan Tube Swagers & Fab. Inc., 1244 W. Dean Rd., Temperance, MI 48182 (313) 847-3875

See p.98 for above company's ad.

Macotta Corp., Leaf Fiberglass Designs, 999 E. Mandoline, Madison Heights, MI 48071 (313) 585-1374

Madison Furniture Industries, P.O. Drawer 111, Canton, MS 39046 (601) 859-8000

See p.220 for above company's ad.

Magna Design Inc., 5804 204 St. S.W., Lynnwood, WA 98036 (800) 233-2304

Magna Visual, Inc., 9400 Watson Rd., St. Louis, MO 63126 (314) 843-9000, (800) 622-6273

Magni-Flood, Inc., 1085 Prospect Ave., West Islip, NY 11795 (516) 669-4500

Magnuson Group, 161 Tower Dr., Burr Ridge, IL 60521 (312) 850-9088

See p.281 for above company's ad.

Maharam Fabric Corp., P.O. Box 6900, Rasons Ct., Hauppauge, NY 11788 (516) 582-3434

Major Partitions, P.O. Box 2167, Irwindale, CA 91706 (213) 686-1998

Malcolite Corp., 590 Monterey Pass Rd., Monterey Park, CA 91754 (818) 289-0115

Malden Mills Industries Inc., Malden Contract Velvets, 450 Seventh Ave., New York, NY 10123 (212) 563-0404

Mallin Co., Inc., 22011 Ventura Blvd. Ste. 200, Woodland Hills, CA 91364 (818) 992-4838

Mandell Furniture Co. Inc., 1920 Yost Ave., Bloomington, IN 47401 (812) 333-3004

Joseph Manley Co., 10632 Tesshire Dr., Box 29317, St. Louis, MO 63126 (314) 843-5848

Cy Mann Designs Ltd., 979 Third Ave., New York, NY 10022 (212) 758-6830

See p.150 for above company's ad.

Karl Mann Associates, 232 E. 59 St., New York, NY 10022 (212) 688-7141

R. A. Manning Co., Inc., 1810 North Ave., Sheboygan, WI 53081 (414) 458-2184

Manuscreens, 20 Horizon Blvd., S. Hackensack, NJ 07606 (201) 440-7000

Marble Technics Ltd., 150 E. 58 St., New York, NY 10155 (212) 750-9189

Marc/Raymond Inc., 16 W. 23 St., New York, NY 10010 (212) 620-4195

Marc-Us Industries, Inc., 9905 Huber Ln., Niles, IL 60648 (312) 966-7253

Marden Mfg. Inc., 5823 N. Ravenswood, Chicago, IL 60660 (312) 769-5100

See p.268 for above company's ad.

Mark's International Oriental Rugs & Carpets, 5512 Johnson Dr., Mission, KS 66202 (913) 722-2242

Marlock Inc., Route 2, Box 3A, Maynardville, TN 37807 (615) 992-8552

Marnay Sales & Mfg. Co., Inc., 41 E. 42 St., New York, NY 10017 (212) 682-0920

Marsh Chalkboard Co., P.O. Box 467, Dover, OH 44622 (216) 343-8825

Martin Design Intl., 13450 Farmington Rd., Livonia, MI 48150 (313) 525-1990

Marushka, Inc., P.O. Box 246, Grand Haven, MI 49417 (616) 846-3510

Marvel, Div. Dayton-Walther Corp., P.O. Box 997, Richmond, IN 47374 (317) 962-2521, (800) 428-6644

Marvel Metal Products, Inc., 3843 W. 43 St., Chicago, IL 60632 (800) 624-8846

Mary Street Studio, 346 Mary St., Saugatuck, MI 49453 (616) 857-4722

Masland Carpets, P.O. Box 40, Carlisle, PA 17013 (717) 249-1866

Masonite Corp., Commercial Div., 202 Harger St., Dover, OH 44622 (216) 343-6621

Masonite Corp., MC Div., 2901 Anaconda Rd., Tarboro, NC 27886 (919) 823-2011

Massey Seating, P.O. Box 5658, 100 Taylor St., Nashville, TN 37208 (615) 242-2561

Master Caster Co., Div. Master Mfg.Co., 9200 Inman Ave., Cleveland, OH 44105 (216) 641-0500

Master-Dim, Div. of Diskey, Inc., 2220 Shorecrest Dr., Dallas, TX 75235 (214) 358-4527

Master Metal Works, 1805 Potrero Ave., South El Monte, CA 91733 (213) 444-8818

Matel Mfg. Co., Inc., 157 W 27 St., Los Angeles, CA 90007 (213) 747-2152

See p.299 for above company's ad.

Matthews Intl. Corp., Architectural Div., 1315 W. Liberty Ave., Pittsburgh, PA 15226 (412) 571-5500

S.A. Maxwell, 1406 N. Milwaukee Ave., Chicago, IL 60622 (312) 276-1520

Maya Romanoff Corp., 4722 N. Malden, Chicago, IL 60640 (312) 271-0388

Maybrik Corp., 2437 E. 53rd St., Los Angeles, CA 90058 (213) 581-9999

Mayline, 619 N. Commerce St., Sheboygan, WI 53081 (414) 457-5537

Maynard Plastics Co., Div. Chelsea Industries, 56 Swampscott Rd., Salem, MA 01970 (617) 744-8000

McDonald Products Corp., 2685 Walden Ave., Buffalo, NY 14225 (716) 684-7200

McInnis & Co., 431 N. Western Ave., Chicago, IL 60612 (312) 243-5254

McPhilben Lighting, 270 Long Island Expwy., Melville, NY 11747 (516) 293-8500

Mecho Shade Corp., Div. Joel Berman & Assoc. Inc., 42-03 35 St., Long Island City, NY 11101 (718) 729-2020

Medallion Leisure Furniture, 2900 N.W. 77 Ct., Miami, FL 33122 (305) 592-1661

Mega Cadd, Inc., 401 Second Ave. S., Seattle, WA 98104 (206) 623-6245

Meilink Safe Co., 6245 Industrial Pkwy., P.O. Box 2458, Whitehouse, OH 43571 (419) 877-5352

Meisel Photographic Design Div., P.O. Box 222149, Dallas, TX 75222 (214) 350-6666

Mepla, Inc., P.O. Box 1469, 909 W. Market Ctr. Dr., High Point, NC 27261 (919) 883-7121

Mercer Plastics Co., Inc, Div. Dexter Corp., 190 Murray St., Newark, NJ 07114

Meridian, 6830 Grand Haven Rd., Spring Lake, MI 49456 (616) 846-0280

Metal-Weave Products Corp., 111 Cedar St., New Rochelle, NY 10801 (914) 235-1653

Metalstand Co., 11200 Roosevelt Blvd., Philadelphia, PA 19115 (215) 673-5300

Metcor Mfg., 749 S. Kohler St., Los Angeles, CA 90021 (213) 627-0731, (800) 824-8702 (outside CA)

Metropolitan Ceramics, P.O. Box 9240, Canton, OH 44711 (216) 484-4887, (800) 453-0333 (except AK, HI, OH)

Metropolitan Furniture Corp., 245 E. Harris Ave., South San Francisco, CA 94080 (415) 871-6222

Metropolitan Lighting Fixture Co., Inc, 1010 Third Ave., New York, NY 10021 (212) 838-2425

Meuble Design International, P.O. Box 19188, Washington, DC 20036 (202) 293-2905

Meyda Stained Glas Studio, 239 Bleecker St., Utica, NY 13501 (315) 724-7266, (800) 222-4009

Micarta Div., Westinghouse Electric Corp., Chatham Ctr., P.O. Box 1017, Pittsburgh, PA 15230 (412) 255-4520

Micro-Vector, Inc., 1 Byram Brook Place, Armonk, NY 10504 (914) 273-8700

Microdyne Co., 330 Ashland Rd., P.O. Box 1056, Mansfield, OH 44901 (419) 522-0001, (800) 537-5573, (800) 472-5731 (OH)

Mid Channel Design & Mfg., P.O. Box 668, Elkhart, IN 46515 (219) 264-5929

Mid-State Tile Co., P.O. Box 1777, Lexington, NC 27293 (704) 249-3931

Middletown Leather Co., 200 Valentine St., P.O. Box 607, Hackettstown, NJ 07840 (201) 852-6400

Midland-Ross Corp., P.O. Box 1548, Pittsburgh, PA 15230 (412) 323-5400

Midmark, 60 Vista Dr., Versailles, OH 45380 (513) 526-3662

Midwest Custom Brass, 208 E. Main St., Round Lake Park, IL 60073 (312) 546-2820

Midwest Folding Products, 1414 S. Western Ave., Chicago, IL 60608 (312) 666-3366

Milcare Inc., A Herman Miller Co., 8500 Byron Rd., Zeeland, MI 49464 (616) 530-4300

Mill Business Furniture, 4511 South Ave., Toledo, OH 43615 (419) 537-6551

Mill Craft Furniture, 5930 E. Shull St., Bell Gardens, CA 90201 (213) 581-6261

Miller Desk, 1212 Lincoln Dr., P.O. Box 5728, High Point, NC 27262 (919) 886-7061

See p.169 for above company's ad.

Herman Miller Inc., 104 W. McKinley, Zeeland, MI 49464 (616) 772-3300

See p.282-283 for above company's ad.

Howard Miller Clock Co., 860 E. Main, Zeeland, MI 49464 (616) 772-9131

Milliken Contract Carpets, P.O. Box 2956, LaGrange, GA 30241 (404) 883-5511

John Mini Indoor Landscapes Ltd., 233 Fordham St., City Island, NY 10464 (212) 885-2426

Mira-X International Furnishings Inc., 246 E. 58 St., New York, NY 10022 (212) 752-3618, (800) 647-6472

Mirror of Sweden, Inc., 1032 Hercules Ave., Houston, TX 77058 (713) 480-3310

Missouri Oak Chair, 6509 Hadley, Raytown, MO 64133 (816) 353-8485

Mitchell Designs, 416 Junipero Serra Drive, San Gabriel, CA 91776 (213) 283-0471

Mitsubishi Chemical Industries America Inc. (MCIA), (MCIA), 81 Main St., White Plains, NY 10601 (914) 761-9491

Mitsubishi Electric Sales America, Inc., P.O. Box 6007, 5757 Plaza Dr., Cypress, CA 90630 (714) 220-2500

Mobi Contract Furniture, P.O. Box 303, Ft. Washington, PA 19034 (800) 523-2470

Mod-Systems Inc., P.O. Box 585, Greer, SC 29652 (803) 879-3850

Modar, Inc., 1394 E. Empire Ave., P.O. Box 1407, Benton Harbor, MI 49022 (800) 253-6186

Mode Corp., 14700 Doolittle Dr., San Leandro, CA 94577 (415) 895-8570

Modern Contract Furniture, Inc., 424 Main St., P.O. Box 278, Gardner, MA 01440 (617) 632-4700

Modern Mode, Inc., P.O. Box 5555, San Leandro, CA 94577 (415) 568-6650

Modern Plastics Corp., 152 Horton St., Wilkes Barre, PA 18702 (717) 822-1124

Modernfold, American-Standard Co., P.O. Box 310,, New Castle, IN 47362 (317) 529-1450

Modernfold Doors Inc., 168 S. Van Brunt St., Englewood, NJ 07631 (201) 871-0150

Modu-Build Inc., 1750 Steeles Ave. W., Ste. 9A, Concord, ON L4K 2L7, Canada (416) 738-0970

Modu Form Inc., 172 Industrial Rd., P.O. Box 400, Fitchburg, MA 01420 (617) 345-7942

Modular Cleaning Services, 46-26 Flatlands Ave., Brooklyn, NY 11234 (212) 258-4242

Modular Concepts Inc., 35 Drexel Dr., Bay Shore, NY 11706 (516) 434-1414

Modular Design Inc., 15541 Mosher St., Tustin, CA 92680 (714) 259-9560

Modular Office Installation, P.O. Box 1513, Bridgeview, IL 60455 (312) 436-4818

Modulex, 2920 Wolff St., Racine, WI 53404 (414) 632-5330, (800) 632-4321

See p.32 for above company's ad.

Modulightor, 54 W. 57 St., New York, NY 10019 (212) 765-1480

Mohawk Commercial Carpet, a Div. of Mohasco Corp., 1755 The Exchange, Atlanta, GA 30339 (404) 951-6000

Molla, Inc., 110 State St., Westbury, NY 11590 (516) 334-2885

Mondo Rubber Intl. Inc., 2655 Francis Hughes St., Chomedy Indl. Pk., Laval, PQ H7L 3S8, Canada (514) 668-7600

Monel Contract Furniture Inc., P.O. Box 291, Oakland Gardens, NY 11364 (718) 225-8535

Monitor Inc., A DLW Co., 3000 S. Alaska, Tacoma, WA 98409 (206) 475-5800

C & C Monoceram, 307 Shops Bldg, 8th & Walnut, Des Moines, IA 50309 (515) 244-3388

Monsanto Textiles Co., 320 Interstate N. Pkwy., Atlanta, GA 30339 (404) 955-4000

Montel Inc., P.O. Box 130, Montmagny, PQ G5V 3S5, Canada
Monteverdi-Young, 8687 Melrose Ave., Los Angeles, CA 90069 (213) 659-7220
Montisa Office Furniture, Div. Northland Corp., 701 Ranney Dr., P.O. Box 114, Greenville, MI 48838 (616) 754-5601
Monumental Construction & Moulding Co., 1512 14 St. N.W., Washington, DC 20005 (202) 745-0658
Benjamin Moore & Co., 51 Chestnut Ridge Rd., Montvale, NJ 07645 (201) 573-9600
Ted Morris & Associates, 1933 S. Broadway, Los Angeles, CA 90007 (213) 747-0381
Mort West Mills, Div. Crest Carpet Co., 205 Lexington Ave., New York, NY 10016 (212) 889-5588
Moser Contract Furniture, P.O. Box 68, New Gloucester, ME 04260 (207) 926-4883
Mount Airy Furniture, Box 1247, Mount Airy, NC 27030 (919) 786-8383
Mueller Furniture Corp., P.O. Box 2624, 514 Fifth St. N.W., Grand Rapids, MI 49501 (616) 451-2738
See Cov II for above company's ad.
Multiplex Display Fixture, 1555 Larkin Williams Rd., Fenton, MO 63026 (314) 343-5700
Murphy-Miller Co., Div. HON Co., P.O. Box 1220, Owensboro, KY 42301 (502) 684-4221
R. C. Musson Rubber Co., 1318 E. Archwood, P.O. Box 7038, Akron, OH 44306 (216) 773-7651
See p.294 for above company's ad.
Myrtle Desk Co., P.O. Box 2490, High Point, NC 27261 (919) 885-4021
See p.145 for above company's ad.

N

NATCO, Inc., 4300 Rhode Island Ave., Brentwood, MD 20722 (301) 277-0081
NM Industries, 3580 Pierce Dr., Atlanta, GA 30341 (800) 554-9224
Naco Fabrics, 145 Plant Ave., Hauppauge, NY 11788 (516) 231-8200, (800) 645-5146
Namesign Corp., 23011 Moulton Pkwy., Laguna Hills, CA 92653 (714) 586-6150
Nanik, 7200 W. Stewart Ave., Wausau, WI 54401 (715) 842-4653
National Art Services Co., Inc., 5411 Feagan, P.O. Box 70165, Houston, TX 77007 (713) 869-5861
National Carpet Mills, Inc., 6540 Powers Ferry Rd., Ste. 330, Atlanta, GA 30339 (404) 951-2075
National Floor Products Co., Inc., P.O. Box 354, Florence, AL 35631 (205) 766-0234
National Gypsum Co., Corporate Pl. 128, Bldg. 3, Ste. 25, Wakefield, MA 01880 (617) 246-5130
National Products, Inc., 900 Baxter Ave., Louisville, KY 40204 (502) 583-3038
Naturescapes, Inc., 24 Mill St., Newport, RI 02840 (401) 847-7464
Navan Carpets, The Intl. Design Ctr., 30-30 Thomson Ave., 2nd Flr., Long Island City, NY 11101 (718) 937-4000
Neal Slate Co., 7975 Wallace Rd., Eden Prairie, MN 55344 (612) 937-2404
Negev Ceramics, 465 Park Ave., Suite 302, New York, NY 10022 (212) 753-1202
Nello Systems Co., Inc., 7079 Brookdale Dr., Baltimore, MD 21227 (301) 796-3750
Nelson-Adams Co., Acoustical Screen Div., 1872 Rollins Rd., Burlingame, CA 94010 (415) 589-3787
Nelson-Harkins Inds., 5301 N. Kedzie Ave., Chicago, IL 60625 (312) 478-6243, (800) 882-8989
Hugh Nelson, Inc., 1021 Cambridge Sq., Alpharetta, GA 30201 (404) 442-9841
Nemschoff Chairs, 2218 W. Water, Sheboygan, WI 53081 (414) 457-7726
Neo-Ray Lighting Products, 537 Johnson Ave., Brooklyn, NY 11237 (718) 456-7400
Nessen Lamps Inc., 621 E. 216 St., Bronx, NY 10467 (212) 231-0221
Nestler, 170 N. Branden Dr., Glendale Hts., IL 60139 (312) 529-4441
Neudorfer, Inc., P.O. Box 501, Waterbury, VT 05676 (802) 244-5338
Nevada Western, 930 W. Maude, Sunnyvale, CA 94086 (408) 737-1600
Nevamar Corporation, 8339 Telegraph Rd., Odenton, MD 21113 (301) 569-5000
See p.58 for above company's ad.
Nevers Inds., Inc., 14125 21 Ave. N., Minneapolis, MN 55441 (612) 553-1632
Nevins Worldwide Inc., 4342 W. 12 St., Houston, TX 77055 (713) 681-4274
New Horizons Lighting, Inc., 3397 S.W. 42 Ave., Stuart, FL 33497 (305) 283-7772
New York Graphic Society Ltd., 610 Commercial Ave., Carlstadt, NJ 07072 (201) 244-6987
See p.263 for above company's ad.
Nichols Homeshield, Inc., 3755 E. Main St., St. Charles, IL 60174 (312) 377-7900
Niedermaier Design, 2835 N. Sheffield Ave., Chicago, IL 60657 (312) 528-8123
Nienkamper, 415 Finchdene Sq., Scarboro, ON M1X 1B7, Canada (416) 298-5700
Nixdorf Computer Corp., 80 Main St., N. Reading, MA 01864 (617) 273-0480
No Sag Products, Div. Lear Siegler, 3500 W. 11 Mile Rd., Berkley, MI 48072 (800) 521-0974
Nora Flooring, Div. Robus Products Corp., 4201 Wilson Ave., Madison, IN 47250 (812) 273-1852
Norcold Inc., Sub. of The Stolle Corp., 1501 Michigan St., Sidney, OH 45365 (513) 492-1111
Norix Group, Inc., P.O. Box 298, Batavia, IL 60510 (312) 879-6160
Normbau, Inc., 1040 Westgate Dr., Addison, IL 60101 (312) 628-8373
Norsons Industries, Inc., P.O. Box 606, Brooklyn, NY 11215 (212) 522-6060
North American Philips Lighting Corp., One Westinghouse Plaza, Bloomfield, NJ 07003 (201) 429-3000
Northern Educational Prods., Inc., 3266 S. Dye Rd., Flint, MI 48507 (313) 733-3775, 733-1577
Northtown Glass, Div. of NTG Industries Inc., 2074 George St., Melrose Park, IL 60160 (312) 865-1400, (800) 232-GLAS
Norton-Blumenthal Inc., 979 Third Ave., New York, NY 10022 (212) 752-2535
The Novak Co., Inc., 55 Old Field Point Rd., Box 423, Greenwich, CT 06830 (203) 661-5101
Novikoff Inc., 2100 E. Richmond, Fort Worth, TX 76104 (817) 535-0826
Nucraft Furniture Co., Grand Rapids Facility, 5151 West River Dr., Comstock Park, MI 49321 (616) 784-6016

O

OFS - Office Furniture Systems, A Div. of Styline Industries, P.O. Box 100, Huntingburg, IN 47542 (812) 683-4848
OJVM Wallcoverings, 48 Marlboro Ind'l.Pk., Drawer O, Marlboro, NJ 07746 (201) 780-3202
O'Brien Partition Co., 5301 E. 59 St., Kansas City, MO 64130 (800) 821-3595
October Co. Inc., Easthampton, MA 01027 (413) 527-9380
Office Accents Inc., Gift Craft Leather Co., 35-57 Ninth St., Long Island City, NY 11106 (718) 204-1222
Office Specialty, 440 N. Wells St., Chicago, IL 60610 (312) 661-0067
Office Technologies, 4551 Bloomington Ave. S., Minneapolis, MN 55407 (612) 721-2457
Old Hickory Furniture Co. Inc., 403 S. Noble St., Shelbyville, IN 46176 (317) 398-3151, (800) 232-BARK
Old World Moulding & Finishing, 115 Allen Blvd., Farmingdale, NY 11735 (516) 822-2280
Omega Lighting, Div. Emerson Electric Co., 270 Long Island Expwy., Melville, NY 11747 (516) 293-8500
Omni International Incorporated, 12th St., S.W., P.O. Box 669, Vernon, AL 35592 (205) 695-9173
On The Level Company, 1401 Timber Dr., Elgin, IL 60123 (312) 888-8220
Open Office Products, Inc., 3031 N. 31 Ave., Phoenix, AZ 85017 (602) 272-6773
Open Plan Accessories, Inc., 3696 Patterson S.E., Grand Rapids, MI 49508 (616) 949-4310
Optimum Ergonomics, Ltd., 695 Berry St., Winnipeg, MB R3H 0S4, Canada (204) 772-0333
Opto International, Inc., 65 E. Palatine Rd., Ste. 109, Prospect Heights, IL 60070 (312) 541-6786
Oravisual Co., Inc., A Heritage Communications Co., P.O. Box 11150, St. Petersburg, FL 33733 (813) 822-4549
Ordo S.A., 245 E. 84th St., New York, NY 10028 (212) 517-5166
Originals 22, 931 Via Alondra, Camarillo, CA 93010 (805) 987-7122
Outlook in Plastics Div., Chem-Tainer Industries, 361 Neptune Ave., North Babylon, NY 11704 (516) 661-8300
Outwater Plastics, 4 Passaic St., Wood Ridge, NJ 07075 (201) 340-1040
Nina Owen Ltd., 620 N. Michigan Ave., Ste. 520, Chicago, IL 60611 (312) 664-0474
Ozite Corp., 1755 Butterfield Rd., Libertyville, IL 60048 (312) 362-8210

P

PCI/Tandem, Div. of Panel Concepts Inc., 6905 Aragon Circle, Buena Park, CA 90622 (714) 521-6222, (800) 624-6118
PPG Industries,, One PPG Pl., Pittsburgh,, PA 15272 (412) 434-3131
The Pace Collection Inc., National Headquarters, 11-11 34 Ave., Long Island City, NY 11106 (718) 721-8201
Pace Gallery & Editions, 32 E. 57 St., New York, NY 10022 (212) 421-3237
Pacific Furniture, 1965 E. Vista Bella Way, Compton, CA 90220 (213) 774-8300
Packard Industries Inc., 1515 U.S. 31 N., Niles, MI 49120 (800) 253-0866
Palazetti, Inc., 215 Lexington Ave., New York, NY 10016 (212) 684-1199
See p.119 for above company's ad.
Panel Concepts Inc., P.O. Box C-25100, Santa Ana, CA 92799 (714) 979-3680
See p.18-19, 101 for above company's ad.

Panelfold, Inc., 10700 N.W. 36 Ave., Miami, FL 33167 (305) 688-3501
Pannam Imaging, Div. Horizons Research Inc., 18531 S. Miles Rd., Cleveland, OH 44128 (216) 475-6704, (800) 482-7758
Paoli, Inc., P.O. Box 30,Paoli, IN 47454 (812) 723-2791, (800) 457-7415
See p.147 for above company's ad.
Paraflex Industries Inc., P.O. Box 920, Beacon, NY 12508 (914) 831-9000
Parisi, Inc., 3031 Red Lion Rd., Philadelphia, PA 19114 (215) 632-4495
Park Sherman Inc., 465 Eagle Rock Ave., Roseland, NJ 07068 (201) 228-3600
S. Parker Hardware, P.O. Box 9882, Englewood, NJ 07631 (201) 569-1600
Patcraft Mills Inc., P.O. Box 1087, Dalton, GA 30720 (404) 277-2133
Patrician Furniture Co., P.O. Box 2353, High Point, NC 27261 (800) 334-9309
See p.161 for above company's ad.
Patrick Carpet Mills, 2937 Maria St., Rancho Dominguez, CA 90221 (213) 631-8631
Paul Associates Inc., 42-05 Tenth St., Long Island City, NY 11101 (718) 784-2244
Paull/Contract, Div. of Taylor Chair Co., 11020 Santa Fe Ave., P.O. Box 68, Lynwood, CA 90262 (213) 636-1838
Pawling Corp., Standard Products Div., 157 Charles Colman Blvd., Pawling, NY 12564 (800) 942-2424(NY), (800) 431-3456(US)
Peabody Noise Control Inc., P.O. Box 655, Dublin, OH 43017 (614) 889-0480
Peerless Carpet Corp., P.O. Box 944, Place Bonaventure, Montreal, PQ H5A 1E8, Canada (514) 878-6800
Peerless Lighting Corp., P.O. Box 2556, Berkeley, CA 94702 (415) 845-2760
Pegulan Div., Azrock Industries Inc., P.O. Box 34030, San Antonio, TX 78265 (512) 341-5101
Pell Co., 206 S. 13 Ave., St. Charles, IL 60174 (312) 584-3523
Penwall Partition Systems, Div. Porta-Fab Corp., 2319 Grissom Dr., St. Louis, MO 63146 (314) 567-4444
Peter Pepper Products Inc., 17929 S. Susana Rd., Compton, CA 90221 (213) 979-0815
Perceptive Concepts, Rt. 58 & Doctors, Riverhead, NY 11901 (516) 369-1600
Performance Seating Inc., P.O. Box 901, Doylestown, PA 18901 (215) 822-6366
Period, Inc., P.O. Box 578, Henderson, KY 42420 (502) 826-3937
PermaGrain Products, Inc., 13 W. Third St., Media, PA 19063 (215) 565-1575
Norman Perry Lamps, The Chartwell Group Ltd., 501 W. Green Dr., High Point, NC 27260 (919) 841-5222
Perstorp Components, 238 Nonotuck St., Florence, MA 01060 (413) 584-2472
Peterson Design Ltd., 430 South 19 St., Murphysboro, IL 62966 (618) 684-5614
Pfanstiel Hardware Co. Inc., Route 52, Jeffersonville, NY 12748 (914) 482-4445
Philadelphia Carpet Co., Div. Shaw Industries, 616 E. Walnut Ave., Dalton, GA 30720 (404) 278-3812
Philadelphia Enameling Works, A Div. of Mid Atlantic Graphics, Inc., 7025 West Chester Pike, Upper Darby, PA 19082 (215) 877-6500
Phillips Fibers Corp., Sub. Phillips Petroleum Co., P.O. Box 66, Greenville, SC 29602 (803) 242-6600
Phoenix Designs (Tradex Corp.), Herman Miller, Inc., 1087 Chicago Dr., Zeeland, MI 49464 (616) 772-1630
Photographic Specialties, Inc., P.S. Decor, 1718 Washington Ave. N., Minneapolis, MN 55411 (612) 332-6303
Photophilia, A C Graphics, P.O. Box 887, San Rafael, CA 94915 (415) 456-0363
Pictures for Business, Inc., 226 E. 54 St., New York, NY 10022 (212) 752-3545
Pieri Creations, Inc., 100 W. Oxford St., Philadelphia,, PA 19122 (215) 634-0700
Pilot Woodworking Co., Inc., P.O. Box 353, 105 Amor Ave., Carlstadt, NJ 07072 (201) 438-0200
Pinecrest Inc., 2118 Blaisdell Ave. S., Minneapolis, MN 55404 (612) 871-7071
Pioneer Manufacturing Inc., Lemmons Mill Rd., P.O. Box 523, Georgetown, KY 40324 (502) 863-9900
Pioneer Plastics, Div LOF Plastics Inc., Pionite Rd., Auburn, ME 04210 (207) 784-9111
Pirelli Cable Corp., 35 Uwchlam Ave., Exton, PA 19341 (800) 722-1919
See p.249 for above company's ad.
Pittsburgh Corning Corp., 800 Presque Isle Dr., Pittsburgh, PA 15239 (412) 327-6100
Plan Hold Corp., 17421 Von Karman Ave., Irvine, CA 92714 (714) 660-0400
Plantation Lighting Inc., P.O. Drawer 2436, Smyrna, GA 30080 (404) 432-0128
Planter Technology, 999 Independence Ave., Ste. F-11, Mountain View, CA 94043 (415) 962-8982, (800) 631-8600 (CA)
Plastiglide Mfg. Corp., 2701 W. El Segundo Blvd., Hawthorne, CA 90250 (213) 777-8108
Playscapes Children's Environments, 30 W. Mifflin, Suite 712, Madison, WI 53703 (608) 251-0238
Pleion Corp., 1402 E. Chestnut, Santa Ana, CA 92701 (800) 222-3322
Plymold Booths, Div. Foldcraft Co., 743 Centennial Dr., Kenyon, MN 55946 (507) 789-5222, (800) 533-0480
See p.10 for above company's ad.
Polychromic Designs, P.O. Box 354, Bellmore, NY 11710 (516) 643-4227
Polyplastic Forms Inc., 49 Gazza Blvd., Farmingdale, NY 11735 (516) 249-5011
Pompeii Casual Furniture, Div. Miami Metal Products, Inc., 260 N.W. 25 St., Miami, FL 33127 (305) 576-3600
See p.8 for above company's ad.
Portasound, Route 3, Morrilton, AR 72110 (501) 727-5543
Porter Carpet Mills, Inc., P.O. Drawer 688, Cartersville, GA 30120 (800) 241-2071
Poster Originals Ltd., 924 Madison Ave., New York, NY 10021 (212) 861-0422
Pouliot Designs Corp., 4700 Valley Industrial Blvd. S., Shakopee, MN 55379 (612) 445-8600
Precision Mfg. Inc., 2200 52 Ave., Lachine, Montreal, PQ H8T 2Y6, Canada (514) 631-2120
See p.109 for above company's ad.
Preferred Seat Mfg. Co., 69 Bartholomew Ave., Hartford, CT 06106 (203) 724-6993
Prestige Wallcoverings, 1500 Potters Ln., Jeffersonville, IN 47130 (812) 288-4242
Prima Products Inc., 2102 Adams Ave., San Leandro, CA 94577 (415) 569-6991
Princeton Carpets, 201 Princeton Blvd., Adairsville, GA 30103 (404) 773-7783
Pro-File Systems, Inc., 4711 W. Armitage, Chicago, IL 60639 (312) 237-4000, (800) 962-4547
Pro-Tection, 333 Weymouth St., Rockland, MA 02370 (617) 337-7718
Harvey Probber Inc., 315 E. 62 St., New York, NY 10021 (212) 838-8040
Procaccino II, Inc., 1522 S. 7 St., Philadelphia, PA 19147 (215) 925-9114
Product Crafters Inc., 646 Hwy. #18, Ste. 211, E. Brunswick, NJ 08816 (201) 238-1470
Product Sales Associates, 170 Cherry Valley Ave., W. Hempstead, NY 11552 (516) 485-9181
Productive Office Furniture Installers, 2370 N.W. 150 St., Miami, FL 33054 (305) 681-8219
Progress Lighting, P.O. Box 12701, Philadelphia, PA 19134 (215) 289-1200
Pronto, 6644 Orchard Lake Rd., West Bloomfield, MI 48033 (313) 851-2463
Proptronics Co., 3225 Commercial Ave., Northbrook, IL 60062 (312) 291-0466
Puccio Collection, 232 E. 59 St., New York, NY 10022 (212) 688-1351
Putnam Rolling Ladder Co., 32 Howard St., New York, NY 10013 (212) 226-5147

Q

Quiet Print, P.O. Box 11067, Santa Rosa, CA 95406 (707) 527-8180

R

R & G Affiliates, 200 Lexington Ave., New York, NY 10016 (212) 686-8900
The RCA Rubber Co., 1833 E. Market St., P.O. Box 9240, Akron, OH 44305 (216) 784-1291
RPI Designs, 7079 Peck Rd., Marlette, MI 48453 (517) 635-7465
R. S. Furniture Inc., 395 Ste. Croix St., Montreal, PQ H4N 2R6, Canada (514) 747-1171
R-Way, 740 S. Commerce, Sheboygan, WI 53081 (414) 457-4833
Raceway Components Inc., 263 Hillside Ave., Nutley, NJ 07110 (201) 661-1116
Radiation Technology, P.O. Box 185, Rockaway, NJ 07866 (201) 625-8400
Rainbow Lamp Corp., 4524 Brazil St., Los Angeles, CA 90039 (213) 245-3033
Ram Products Co., 1111 N. Centerville Rd., Sturgis, MI 49091 (616) 651-9351
Rambusch, 40 W. 13 St., New York, NY 10011 (212) 675-0400
Recticel Foam Corp., 401 Darlington St., La Porte, IN 46350 (219)326-79770
Redco Mfg., Div. LHL, P.O. Box 1608, Grand Rapids, MI 49501 (800) 253-8106
Reece Galleries Inc., 24 W. 57 St., New York, NY 10019 (212) 333-5830
Reeve Co., P.O. Box 276, Pico Rivera, CA 90660 (213) 723-4791
Reff Inc., 1000 Arrow Rd., Weston, ON M9M 2Z1, Canada (416) 741-5453
See p.86-87 for above company's ad.
Reflector Hardware Corp., 1400 N. 25 Ave., Melrose Park, IL 60160 (312) 261-1800
Regency Textiles, Inc., River St., P.O. Box 907, Calhoun, GA 30701 (401) 629-9000
Reliance Upholstery Supply Co., Inc., 137 E. Alondra Blvd., Gardena, CA 90247 (213) 321-2300
Reneer Films Corp., P.O. Box 429, Auburn, PA 17922 (717) 366-1051
Republic Storage Systems Co., 1038 Belden Ave. N.E., Canton, OH 44705 (800) 321-0216
Resistflame, 7115 Miami Ave., Cincinnati, OH 45243 (513) 561-5223
Ron Rezek Lighting & Furniture, 5522 Venice Blvd., Los Angeles, CA 90019 (213) 931-2488
Rich Loom Home Fashions Corp., 261 Fifth Ave., New York, NY 10016
Richards Mfg. Co., 6000 E. Slauson Ave., Commerce, CA 90040 (213) 263-9501
Richards-Wilcox, Aurora Shelving Dept., 174 Third St., Aurora, IL 60507 (312) 897-6951
Richards-Wilcox Mfg. Co., 135 Third St., Aurora, IL 60507 (312) 897-6951
Richardson Brothers Co., P.O. Box 157, Sheboygan Falls, WI 53085 (414) 467-4631
Richardson Seating Corp., 2545 W. Arthington St., Chicago, IL 60612 (312) 829-4040
Ro-Tile Inc., 1615 S. Stockton St., Lodi, CA 95240 (209) 334-1380
Robbins, Inc., P.O. Box 44238, Cincinnati, OH 45244 (800) 543-1913
Robert Charles Inc., P.O. Box 185, Milford, NJ 08848 (201) 996-6998

Robertex Associates, 572 Armour Circle, N.E., Atlanta, GA 30324 (800) 241-5515
Roberts Consolidated Inds., P.O. Box 1250, 600 N. Baldwin Park Blvd., City of Industry, CA 91749 (818) 369-7311, (800) 423-9467
H. H. Robertson Co., 400 Holiday Dr., Pittsburgh, PA 15220 (412) 928-7500
Rockaway Inc., 175 Rogers Ave., Inwood, NY 11696 (800) 645-2214
Rockland Mills, P.O. Box 17293, Baltimore, MD 21203 (301) 522-2505
Edward Axel Roffman Associates, Inc., 430 E. 59 St., New York, NY 10022 (212) 753-4252
Rohm & Haas Co., Independence Mall W., Philadelphia, PA 19105 (215) 592-3000
Rok-A-Chair Mfg. Co., P.O. Box 484, Coffeyville, KS 67337 (316) 251-3340
Romac Fabrications, Inc., P.O. Box 37111, Charlotte, NC 28237 (704) 334-4795
Romweber Co., 4 S. Park Ave., Batesville, IN 47006 (812) 934-3485
Roppe Rubber Corp., 1602 N. Union St., Fostoria, OH 44830 (419) 435-8546
Ben Rose Inc., 6828 N. Clark St., Chicago, IL 60626 (312) 274-8185
RoseJohnson, The Timber-Line Collection, 1111 Godfrey Ave. S.W., Grand Rapids, MI 49503 (616) 246-0246
RoseJohnson, 1111 Godfrey Ave. S.W., Grand Rapids, MI 49503 (616) 246-0246
Rosemount Office Systems, Inc., 21785 Hamburg Ave., Lakeville, MN 55044 (612) 469-4416
See p.116 for above company's ad.
Rossville Mills Inc., 950 28 St. S.E., Grand Rapids, MI 49508 (616) 245-5463
Rotocast Plastic Products, Inc., P.O. Box 1059, Brownwood, TX 76801 (800) 351-1363
Round Office Inc., 25 Van Ness Ave., San Francisco, CA 94102 (415) 626-5793
Roxter Corp., 10-11 40 Ave., Long Island City, NY 11101 (718) 392-5060
Royal Haeger Lamp Co., Contract Sls. Office, 230 Fifth Ave., Rm. 211, New York, NY 10001 (212) 532-6992
Royal Lounge Co., Inc., 30 Elm St., West Haven, CT 06516 (203) 934-1000
Royal Seating Corp., P.O. Box 753, Cameron, TX 76520 (817) 697-6421
Royalweve Carpet Mills Inc., 2310 E. 52nd St., Los Angeles, CA 90058 (213) 589-6901, (800) 372-6420
Rubber Products, Inc., 4521 W. Crest Ave., Tampa, FL 33614 (813) 870-0390
Rubbermaid Commercial Products, Inc., 3124 Valley Ave., Winchester, VA 22601 (703) 667-8700
Rudd International, 1025 Thomas Jefferson St. NW #201, Washington, DC 20007 (202) 333-5600
Russ Bassett Co., 8189 Byron Rd., P.O. Box 249, Whittier, CA 90608 (213) 945-2445
See p.223 for above company's ad.

S

SAI, Inc., 5155 E. 65 St., Indianapolis, IN 46220 (800) 457-5742
SICO Inc., 7525 Cahill Rd., P.O. Box 1169, Minneapolis, MN 55440 (612) 941-1700
S.J.R. Assocs., 1232 Quilliams Rd., Cleveland, OH 44121 (216) 382-7958
SM Products (USA), Inc., 10311 Jefferson Blvd., Culver City, CA 90232 (213) 559-6405
STAMP/Contract & Leisure Seating, Inc., 133 W. 19 St., New York, NY 10011 (212) 206-6338
STO Inds., Inc., P.O. Box 219, Quality Ln., Rutland, VT 05701 (802) 775-4117
Saíco Products, 9300 W. Research Center Rd., New Hope, MN 55428 (718) 897-7000
See p.135 for above company's ad.
Sainberg & Co. Inc., 63-20 Austin St., Rego Park, NY 11374 (718) 897-7000
See p.261 for above company's ad.
Samsonite Furniture Co., Commercial Products Div., Samsonite Blvd., Murfreesboro, TN 37130 (615) 893-0300
See p.273,275,277 for above company's ad.
Santa Barbara Designs, P.O. Box 90610, Santa Barbara, CA 93190 (805) 965-3071, (800) 826-2911
Saturn Office Furniture Div., Hespeler Craft Inds., 2450 Anson Dr., Mississauga, ON L5S 1G2, Canada (519) 677-4300
Sauder Mfg. Co., 600 Middle St., Archbold, OH 43502 (800) 537-1530 (US), (800) 472-2722 (OH)
Walter P. Sauer & Sons, Inc., 30-28 Starr Ave., Long Island City, NY 11101 (718) 937-0600
Saunders-Roe Developments, Inc., Westland Group, 655 N. Alvernon, Ste. 226, Tucson, AZ 85711 (602) 323-4344
Sawtelle Textiles Ltd., Pendleton Woolen Mills/Dorr Woolen Co., 1020 Springfield Ave., Mountainside, NJ 07092 (201) 654-7947
Scalamandre Inc., 37-24 24 St., Long Island City, NY 11101 (212) 361-8500
Scandecor Inc., 430 Pike Rd., Southhampton, PA 18966 (215) 355-2410
Scandiline Industries Inc., 1217 W. Artesia Blvd., Compton, CA 90220 (213) 537-6411
Schafer Bros., Inc., 12300 Edison Way, Garden Grove, CA 92641 (714) 891-4691
Schneider-Banks, 2551 Farrington St., Dallas, TX 75207 (214) 631-1211
Schubert Industries, 1510 Bauer Blvd., Akron, OH 44305 (216) 733-8302
F. Schumacher & Co., Schumacher Fabrics/Waverly Fabrics, 939 Third Ave., New York, NY 10022 (212) 415-3930
Schwab Safe Co., Inc., 3000 Main St., P.O. Box 5088, Lafayette, IN 47903 (800) 428-7678
Sci-O-Tech, Contract Div., 501 Richardson Dr., Lancaster, PA 17603 (717) 397-0308
Scope Furniture, Ltd., 407 W. 13 St., New York, NY 10014 (212) 243-0488
The Scott Group, 23533 Mercantile Rd., Cleveland, OH 44122 (216) 464-5940
Scott Machine Development Corp., 139 Stockton Ave., P.O. Box 88, Walton, NY 13856 (607) 865-6511
Scott Plastics Co., P.O. Box 1047, Tallevast, FL 34270 (813) 355-5170
See p.295 for above company's ad.
Sculpture Design Imports Inc., 416 S. Robertson Blvd., Los Angeles, CA 90048 (213) 858-8266
Seabrook Wallcoverings, P.O. Box 22597, 1325 Farmville Rd., Memphis, TN 38122 (901) 458-3301
See p.160 for above company's ad.
Sealy Connecticut Inc., Contract Div., 25 Hillside Ave., Oakville, CT 06779 (203) 274-9221
Seating Products, 8700 Mettler Ave., Los Angeles, CA 90003 (213) 778-9111
Sedus North America, 2547 Farrington St., Dallas, TX 75207 (214) 638-8463
Selby Furniture Hardware Co. Inc., 17 E. 22 St., New York, NY 10010 (212) 673-4097
Selkate, 1019 19th St., N.W., Ste. 500, Washington, DC 20036 (202) 785-1110
Sellers & Josephson, A Subsidiary of Shelby Williams Inds., Inc., 335 Chesnut St., Norwood, NJ 07648 (201) 767-6977
Sempatap Inc., 1248 23 St., San Peoro, CA 90731 (213) 831-4970
Sentinel Lighting, Div. Airey-Thompson Co., 3653 Sierra Pine Ave., Los Angeles, CA 90023 (213) 264-1533
Sentry Safes, John D. Brush & Co., 900 Linden Ave., Rochester, NY 14625 (716) 381-4900
Serta of New York, Div. of Sleepmaster Products Co., Inc., 280 Wilson Ave., Newark, NJ 07105 (201) 589-4800
Sewelson's Carpets International, (Thai Carpets Inc.), 979 Third Ave. #1611, New York, NY 10022 (212) 371-4560
Shafer Commercial Seating Inc., 4101 E. 48 Ave., Denver, CO 80216 (303) 322-7792
Shaw-Walker Co., P.O. Box 209, Muskegon, MI 49443 (616) 725-4200
Sheerplas Inc., P.O. Box 907, Mooresville, NC 28115 (704) 663-1468
Shelby Williams Industries, Inc., P.O. Box 1028, Morristown, TN 37814 (615) 586-7000
See p.163 for above company's ad.
Shelmark Industries Inc., 1100 Steelwood Dr., Columbus, OH 43212 (614) 486-5234
Shepherd Products U.S. Inc., 203 Kerth St., St. Joseph, MI 49085 (616) 983-7351
The Sherwin-Williams Co., Chemical Coatings Div., 11541 S. Champlain Ave., Chicago, IL 60628 (312) 821-3800
Ship'N Out, 8 Charles St., Pawling, NY 12564 (914) 855-5947
Shogun International Corp., 22 W. Ontario, Chicago, IL 60610 (312) 828-0090
Shorewood Fine Art Reproductions, Inc., 27 Glen Rd., Sandy Hook, CT 06482 (203) 426-8100
Showcase Systems, Inc., 540 N. Commercial St., Manchester, NH 03105 (603) 627-8484
Shure Mfg. Corp., 1601 S. Hanley Rd., St. Louis, MO 63144 (314) 781-2505
Sigma Design Inc., 61 Inverness Dr. E., Suite 300, Englewood, CO 80112 (303) 790-9080
Signature Office Furniture Inc., 6033 S. Central Ave., Los Angeles, CA 90001 (213) 233-4132
Signets, Inc., 7820 Industrial Park Blvd., Mentor, OH 44060 (216) 946-8676
Silent Sound Systems Inc., P.O. Box 2476, Grand Rapids, MI 49501 (616) 784-3835
I. Silverman & Son Inc., 305 E. 63 St., New York, NY 10021 (212) 421-2369
Simplex Ceiling Corp., 521 Fifth Ave., New York, NY 10175 (212) 349-1890
Sinclair Wallcovering & Fabric, 2500 S. Atlantic Blvd., Los Angeles, CA 90040 (213) 268-4191
Sincol of America, 15308 E. Valley Blvd., City of Industry, CA 91744 (818) 333-8433
Singer Safety Co., 3800 N. Milwaukee Ave., Chicago, IL 60641 (800) 621-0089
Sitecraft, 40-25 Crescent St., Long Island City, NY 11101 (718) 729-4900
Sitmatic/USA, 2661 S. Yates Ave., Los Angeles, CA 90040 (213) 383-8680
Skandia Draperies, Skagfield Corp., P.O. Box 809, Tallahassee, FL 32302 (800) 874-3168
The Slidex Corp., 78 Pitney Rd., Lancaster, PA 17602 (717) 295-1444
Sligh Furniture Co., 1201 Industrial Ave., Holland, MI 49423 (616) 392-7101
See p.107 for above company's ad.
Alexander Smith Carpet, 1755 The Exchange, Atlanta, GA 30339 (404) 955-4002
Smith & Watson, 305 E. 63 St., New York, NY 10021 (212) 355-5615
Smith Metal Arts Co. Inc., 1721 Elmwood Ave., Buffalo, NY 14207 (716) 873-3083
Smith System Mfg. Co., P.O. Box 64515, St. Paul, MN 55164 (612) 636-3560
See p.224 for above company's ad.
Smokador, Div. General Felt, Inc., 200 Carter Dr., Edison, NJ 08818 (201) 287-8400
Snyder Furniture, Ltd., 87 Colvill Rd., Toronto, ON M6M 2Y6, Canada (416) 247-6285
Sonus, Inc., P.O. Box 3386, Manchester, NH 03101
Solid Brass, USA, P.O. Box 670, Rockville Centre, NY 11571 (516) 678-2323
Sound-Ab-Sorb Inc., 603 Broad Ave., Ridgefield, NJ 07657 (201) 945-1213, (800) 872-6088
Sound Industries, 15 Woodcrest Dr., P.O. Box 96, N. Andover, MA 01845 (617) 685-3521
Source Five, 1200 Arthur Ave, Elk Grove Village, IL 60007
Southeast Contract, Div. of S.E. Wholesale Furn. Co., 764 Miami Circle N.E., Atlanta, GA 30324 (404) 262-1002

Southern Office Services, Inc., 9700 Rodney Parham, Ste. I-2, Little Rock, AK 72207 (501) 225-5449
Souveran Fabrics Corp., 212 Fifth Ave., New York, NY 10010 (212) 686-2006
Spacemakers, Inc., Foot of Cropsey Ave., Brooklyn, NY 11224 (212) 996-0700
Spacemaster Lighting, 1400 N. 25 Ave., Melrose Park, IL 60160 (312) 261-1800
Spacemaster Systems, 1400 N. 25 Ave., Melrose Park, IL 60160 (312) 261-1800
Spacesaver Corp., 1450 Janesville Ave., Ft. Atkinson, WI 53538 (414) 563-6362
See p.141 for above company's ad.
Spancraft, Ltd., 910 Railroad Ave., Woodmere, NY 11598 (516) 295-0055
Spandex U.S.A., 902 S. Fourth St., Allentown, PA 18103 (215) 797-8249
Spanjer Bros., 1160 N. Howe St., Chicago, IL 60610 (312) 664-2900
Spanjer Sign Corp., 189 Chrystie St., New York, NY 10002 (212) 473-2507
Spaulding Lighting, Inc., Subs. of Kidde, Inc., 1736 Dreman Ave., Cincinnati, OH 45223 (513) 541-3486
Spec'built, 105 Amor Ave., Carlstadt, NJ 07072 (201) 438-1864
See p.68 for above company's ad.
Specialty Fabric Products, Inc., 3 Post Rd., Oakland, NJ 07436 (201) 337-2204
Spectra Galleries, 13401 Sherman Way, North Hollywood, CA 91605 (818) 764-0510
Spectrums of Light, 2628 Washington Blvd., St. Louis, MO 63103 (314) 533-0002
Spinneybeck, P.O. Box 2390, Niagara Falls, NY 14302 (716) 285-2118, (800) 482-7777
Sponge Cushion Inc., 900 Armstrong St., Morris, IL 60450 (815) 942-2300
Sport Seating Co., Inc., 1540 Chestnut St., P.O. Box 449, Emmaus, PA 18049 (800) 345-3141
Springer Penguin, Inc., 11 Brookdale Pl., Mount Vernon, NY 10550 (914) 699-3200, (800) 835-8500
Springs Industries, Ultrasuede, 104 W. 40 St., New York, NY 10018 (212) 556-6000
Square D Co., College Corner Pike, Oxford, OH 45056 (513) 523-4171
St. Timothy Chair Co., St. Timothy Industrial Park, Hickory, NC 28601 (704) 322-7125
Stacor Corp., Sub. of Visual Electronics Corp., 285 Emmet, Newark, NJ 07114 (201) 242-6600
Stafast Products, Inc., 505 Lake Shore Blvd., Painesville, OH 44077 (216) 357-5546
Staff Lighting Corp., P.O. Box 1020, Highland, NY 12528 (914) 691-6262
Stakmore Co. Inc., Owego, NY 13827 (607) 687-1616
Stamco, 420 S. Ballinger, Ft. Worth, TX 76104 (817) 332-8311
See p.253 for above company's ad.
Stanco Inc., Bulletin & Directory Board Div., Signage Systems Div., 225 N. Madison Ave., Los Angeles, CA 90004 (213) 384-2568
Standard Textile Inc., P.O. Box 37852, Cincinnati, OH 45222 (513) 761-9255
Stanwood Corp., 711 N. Broadway, Stanley, WI 54768 (715) 667-5121
Starfire Lighting Inc., 317 St. Pauls Ave., Jersey City, NJ 07306 (201) 656-7888
Stark Carpet Corp., 979 Third Ave., New York, NY 10022 (212) 752-9000
Della Starr Associates, Inc., 400 N. Wells St., Ste. 242, Chicago, IL 60610 (312) 644-2420
Starrco Co. Inc., 1515 Fairview Ave., St. Louis, MO 63132 (800) 325-4259
Statesville-Ross Mfg., P.O. Box 991, Statesville, NC 28677 (704) 873-2526
Steelcase, Inc., 901 44th St. S.E., Grand Rapids, MI 49508 (616) 247-2710
See p.12-13 for above company's ad.
Steeltech Electropainting Inc., 421 W. 28 St., Hialeah, FL 33010 (305) 434-4400
Steil, Inc., 370 - 36 St. S.E., Grand Rapids, MI 49508 (616) 243-1022, (800) 544-0200
Stein Furniture & Fixture Co., P.O. Box 31, Fredericksburg, TX 78624 (512) 997-7611
Chester B. Stem Co. Inc., P.O. Box 69, New Albany, IN 47150 (812) 945-6646
Stendig Intl. Inc., 410 E. 62 St., New York, NY 10021 (212) 838-6050
Sterling Engineered Products, Pionite & DuraBeauty Laminates, 1715 Indian Wood Circle, Maumee, OH 43537 (419) 891-2500
See p.158-159 for above company's ad.
Sterner Lighting Systems, 351 Lewis Ave., Winsted, MN 55395 (800) 328-7480
Stiffel Co., 700 N. Kingbury St., Chicago, IL 60610 (312) 664-9200
Stirling Plastics, Sheffield St., Mountainside, NJ 07092 (201) 233-7600
Storage Systems, Inc., 2101 Ninth Ave., Ronkonkoma, NY 11779 (516) 585-7900
Storagewall, 778 N. Bank Ln., Lake Forest, IL 60045 (312) 362-4284
Storwal International Inc., 156 Front St. W., Toronto, ON M5J 2L6, Canada (416) 862-1322
Stow & Davis, A Steelcase Co., 25 Summer N.W., Grand Rapids, MI 49504 (616) 456-9681
See p.66-67 for above company's ad.
Strand Century, Inc., P.O. Box 9004, Rancho Dominguez, CA 90224 (213) 637-7500
Stratford Hall Inc., 459 S. Calhoun St., Fort Worth, TX 76104 (817) 332-1465
Stratton Industries, Inc., P.O. Box 1007, Cartersville, GA 30120 (404) 382-9350
Stroheim & Romann, 3111 Thomson Ave., Long Island City, NY 11101 (212) 691-0700
Structural Concepts Corp., 17237 Van Wagoner Rd., Spring Lake, MI 49456 (616) 846-3300
John Stuart Intl., 979 3rd Ave., New York, NY 10022 (212) 421-1200
Style Technologies, 295 Fifth Ave., New York, NY 10016 (212) 683-5696
Style-Tex, Decorative Products, Div. National Gypsum Co., Corporate Pl. 128, Bldg. 3, Ste. 25, Wakefield, MA 01880 (617) 246-5130
Stylex, Inc., P.O. Box 38, Delanco, NJ 08075 (609) 461-5600
Styline Industries, P.O. Box 100, Huntingburg, IN 47542 (812) 683-4848
Stylume Products Inc., 14475 N.W. 26 Ave., Opa Locka, FL 33054 (305) 681-8507
Suede-Tex, 245 Newtown Rd., Plainview, NY 11803 (516) 249-7466
Summitville Tiles Inc., Summitville, OH 43962 (216) 223-1511
Sun-Aire, Mallin Co., 22011 Ventura Blvd., Ste. 200, Woodland Hills, CA 91364 (818) 992-4838
Sun & Leisure Ltd., P.O. Box 1892, Murray Hill Sta., New York, NY 10156 (212) 683-3394
Sun System Solar Greenhouses, Inc., 75 Austin Blvd., Commack, NY 11725 (516) 543-7600
Sunar Hauserman Inc., 5711 Grant Ave., Cleveland, OH 44105 (216) 883-1400
Sunbilt Solar Products by Sussman, 109-10 180 St., Jamaica, NY 11433 (718) 297-6040
Sunburst Outdoor Furniture & Aluminum Umbrellas, Metal Tech. Inc., 630 W. 84 St., Hialeah, FL 33014 (305) 823-3480, (800) 325-3260
Suncast Corp., 701 N. Kirk Rd., Batavia, IL 60510 (312) 879-2050
Suntrend Products, Inc., 8401 Whitfield Park Loop, Sarasota, FL 34243 (813) 756-4541
Sunwall of America, 3044 Northwoods Circle, Norcross, GA 30071 (404) 447-5212
Superba Caster Corp., 7503 N. Caldwell, Niles, IL 60648 (312) 647-0027
Superior Chaircraft Corp., P.O. Box 725, Belton, TX 76513 (817) 939-3517
Superior Electric Co., 383 Middle St., Bristol, CT 06010 (203) 582-9561
Superior Furniture Systems Mfg. Inc., 11415 168 St., Edmonton, AB T5M 3S1, Canada (403) 452-7830
Superior Woodcraft, Inc., R #1, Box 8, Union City, MI 49094 (517) 741-8751
Supersine Co., 6000 E. Davison Ave., Detroit, MI 48212 (313) 892-6200
Supreme Equipment & Systems Corp., 170 53 St., Brooklyn, NY 11232 (718) 439-3800
Supreme Industries Inc., Architectural Accessories, 915 Sandy Beach Rd., Pickering, ON L1W 1Z5, Canada (416) 286-1222
Suspa, Inc., 3970 Roger B. Chaffee Dr. S.E., Grand Rapids, MI 49508 (616) 531-9600
See p.60 for above company's ad.
Swedish Comet AB, c/o Alpha Int'l Mgmt. Group, 145 W. 58th St., Suite 8C, New York, NY 10019 (212) 777-8420
Swivelier Co., Inc., 33 Rt. 304, Nanuet, NY 10954 (914) 623-3471
Sylvan Designs, 8921 Quartz Ave., Northridge, CA 91324 (818) 998-6868
Syma Systems, Inc., 1880 Princeton Ave., Lawrenceville, NJ 08648 (609) 393-1900
Syme & Associates, 2062 Trans Canada Hwy., Dorval, PQ H9P 2N4, Canada
Synthetic Industries, 309 Lafayette Rd., Chickamauga, CA 30707 (404) 375-3121, (404) 226-7515
Syroco Inc., Contract Div., P.O. Box 4875, Syracuse, NY 13221 (315) 635-9911
System Seating Inc., 4147 W. Ogden Ave., Chicago, IL 60623 (312) 277-9400
SystemGraphics, P.O. Box 280, Chapin, SC 29036 (800) 845-1000
Systems Furniture Co., 2727 Maricopa St., Torrance, CA 90503 (213) 533-1212
Systems Installations, 446 Grandville Ave. S.W., Grand Rapids, MI 49503 (616) 459-7293
See p.290 for above company's ad.
Systems Mfg. Corp., 13 Broad St. P.O. Box 343, Binghamton, NY 13902 (607) 723-6344

T

TCI Inc., Box 5867, High Point, NC 27262 (919) 841-6000
TSAO Designs, Inc., 31 Grove St., New Canaan, CT 06840 (203) 966-9559
TSG Inc., Synfin Div., 1400 Welsh Rd., North Wales, PA 19454 (215) 628-2000
Tab Products Co., 1400 Page Mill Rd., Palo Alto, CA 94304 (415) 852-2400
See p.120-121 for above company's ad.
Tandem Mills, Inc., 201 Commerce Pl., Randleman, NC 27317 (919) 498-7635
Tapestries, Ltd., 1913 Wakefield Pl., Dept.C, High Point, NC 27260 (919) 883-9864
Tarkett Inc., 800 Lanidex Plaza, P.O. Box 264, Parsippany, NJ 07054 (201) 428-9000
Tate Access Floors, Inc., 7510 Montevideo Rd., Jessup, MD 20794 (301) 799-4200
Shirley Tattersfield Ltd., 4101 Lauriston St., Philadelphia, PA 19128 (215) 482-1350 (215) 232-0430
Tavola International, 15438 Ventura Blvd., Sherman Oaks, CA 91403 (818) 783-1357
Taylor Chair, 75 Taylor St., Bedford, OH 44146 (216) 232-0700
Tech Designs, Inc., P.O. Box 3223, Bridgeport, CT 06605 (203) 384-9148
Tech Lighting, 300 W. Superior, Chicago, IL 60610 (312) 337-0759
Technal Aluminum Systems, Porce-Len, Inc., 129 Leeder Hill Drive, Hamden, CT 06514 (203) 248-6346, (800) 243-6256
Techniques in Wood, P.O. Box 20594, Rochester, NY 14602 (716) 328-3800 (NY Collect)
Techtonic Corp.., 2315 Parview Rd., P.O. Box 264, Middleton, WI 53562 (608) 836-7717
Tectum Inc., 105S Sixth St., P.O. Box 920, Newark, OH 43055 (614) 345-9691
Teknion Furniture Systems Inc., 607 Canarctic Dr., Toronto, ON M3J 2P9, Canada (416) 661-3370
Teledyne Big Beam, P.O. Box 518, Crystal Lake, IL 60014 (815) 459-6100
Telescope Casual Furniture, Inc., Granville, NY 12832 (518) 642-1100
See p.279 for above company's ad.
Tella Systems, Inc., 161 Stirling Ave., La Salle, PQ H8R 3P3, Canada (514) 364-0511
Tenex Corp., 1850 E. Estes Ave., Elk Grove Village, IL 60007 (800) 323-6699

Tepromark International, Inc., 206 Mosher Ave., Woodmere, NY 11598 (516) 569-4533, (800) 645-2622
Terra Firma Tile, 2906 N. Fitzhugh, Dallas, TX 75204 (214) 827-0552
Terra Furniture Inc., 17855 Arenth Ave., City of Industry, CA 91744 (213) 912-8523
Terrestris Greenhouses, 409 E. 60 St., New York, NY 10022 (212) 758-8181
Terry Hinge & Hardware Co., 14600 Arminta St., Van Nuys, CA 91409 (213) 787-9000
Texacraft Casuals, P.O. Box 741558, Houston, TX 77274 (713) 997-9933, (800) 231-9790, (800) 392-6587 (TX)
See p.297 for above company's ad.
Textile Marketing Concepts, Inc., P.O.Box 3003, Newport, RI 02840 (401) 849-4840
Textile Rubber & Chemical Co., Inc., Kangaback Div., Tiarco Dr., Dalton, GA 30720 (404) 277-1300
Textile Wallcoverings International Ltd., 5100 Highlands Pkwy., Smyrna, GA 30080 (404) 435-9720
Texwood Furniture Corp., Box 6280, Austin, TX 78762 (512) 385-3323
Thayer Coggin Institutional, Inc., 427 South Rd., P.O. Box 5867, High Point, NC 27262 (919) 883-0111
ThermaSol Ltd., ThermaSol Plaza, Leonia, NJ 07605 (201) 947-6222
Thomas & Betts Co., 920 Rte. 202, Raritan, NJ 08869 (201) 685-1600
Thomasville Furniture Industries, Thomasville Contract, Thomasville, NC 27360 (919) 472-4000
Thonet, Box 1587, 491 E. Princess St., York, PA 17405 (717) 845-6666
Thortel Fireproof Fabrics, Inc., Interspec Div., P.O. Box 172, Allenwood, NJ 08720 (201) 938-4114
Thrashers CBF Inc., 2201 Van Deman St., Baltimore, MD 21224 (301) 633-6980
See p.72-73 for above company's ad.
3M, Broadcasting & Related Products Div., 225-3S-07 3M Center, Saint Paul, MN 55144 (612) 733-9073
3M, Building Services and Cleaning Products Div., 223-6S-03 3M Center, St. Paul, MN 55144-1000 (612) 733-0635
3M, Commercial Graphics Div., 220-6W-06 3M Center, St. Paul, MN 55144 (612) 736-0977
3M, Energy Control Products, 224-4S-08 3M Center, Saint Paul, MN 55144 (612) 736-2388, (800) 328-1329
Thunder & Light, 147 41 St., Brooklyn, NY 11232 (718) 499-3777
Thybony Wallcoverings, 3720 n. Kedzie Ave., Chicago, IL 60618 (312) 463-3005
Tibbet Inc., 155 S. Superior St., P.O. Box 2266, Toledo, OH 43603 (419) 244-9558
Tiffany Stand & Furniture, 9666 Olive Blvd., St. Louis, MO 63132 (314) 991-1700
Tile Tops Inc., 413 Londondary, St. Louis, MO 63011 (314) 576-6117
Timbercraft Inc., 7569 Woodman Pl., Van Nuys, CA 91405 (818) 988-2174
Tivoli Industries, Inc., P.O. Box 11523, Santa Ana, CA 92711 (714) 957-6101
Toltec Fabrics, Inc., 295 Fifth Ave., New York, NY 10016 (212) 684-2380
Top Grade, 212 Durham Ave., Metuchen, NJ 08840 (201) 321-1660
TOPsiders, 120 S. Verity Pkwy., Middletown, OH 45044 (513) 423-2735
Tower Carpets, Carriage Industries, P.O. Box 542, Calhoun, GA 30701 (404) 629-9234
Tradewinds Outdoor Furniture Corp., 16301 N.W. 15 Ave., Miami, FL 33169 (305) 624-4411
See p.46 for above company's ad.
Transwall Corp., 143 Pennsylvania Ave., Malvern Indl. Pk., Malvern, PA 19355 (215) 647-3040
See p.62 for above company's ad.
Trawood Mfg. Co. Inc., P.O. Box 1044, Elkhart, IN 46515 (219) 293-3591
Trend Inds., 11333 W. Melrose St., Franklin Park, IL 60131 (312) 455-4350
Trendler Metal Products Inc., 1750 S. Kilbourn, Chicago, IL 60623 (312) 762-3300
Trendway Corp., 13467 Quincy St., Holland, MI 49423 (616) 399-3900
See p.52 for above company's ad.
Tri-Guards, Inc., 953 Seton Ct., Wheeling, IL 60090 (312) 537-8444
Tri-Mark/Tulip, 1215 Germantown Ave., Philadelphia, PA 19123 (215) 765-7100
TriCraft Corp., 970 Emerson Rd., Traverse City, MI 49684 (616) 941-4349
Trim Trac Lighting Corp., 800 N.W. 159 Dr., Miami, FL 33169 (305) 621-4416
Triple R, Div. of Tee & R Industries, Inc., 13140 N.W. 45 Ave., Opa Locka, FL 33054 (305) 685-6521
Trips in Resin, 3595 Lawson Blvd., Oceanside, NY 11572 (516) 764-2606, (800) 645-2606
Tropitone Furniture Co., Inc., P.O. Box 3197, Sarasota, FL 33578 (813) 355-2715
See p.122-123 for above company's ad.
Troy-Trak Lighting, Inc., Subs. Jac Jacobsen Ins., Inc., 14625 E. Clark Ave., City of Industry, CA 91746 (818) 330-3106
Tubular Specialties Mfg. Inc., 13011 S. Spring St., Los Angeles, CA 90061 (213) 515-4801
Tuohy Furniture Corp., 400 First Ave. North, #316, Minneapolis, MN 55401 (612) 338-5018
See p.75 for above company's ad.
20th Century, 70 Wooster St., New York, NY 10012
Typhoon International Corp., 121 Ninth St., San Francisco, CA 94103 (415) 621-5480

U

U-Line Corp., 8900 N. 55 St., Milwaukee, WI 53223 (414) 354-0300
USABBCO Corp., 16250 Ventura Blvd., Encino, CA 91436 (818) 784-7646
U.S. Bronze Sign Co., 101 W. 31 St., New York, NY 10001 (212) 563-5670
USCOA International Corp., P.O. Box 578, St. George, SC 29477 (803) 563-4561
U.S. Ceramic Tile Co., P.O. Box 8049, Canton, OH 44711 (216) 866-5531
USG Acoustical Products Co., 101 S. Wacker Dr., Chicago, IL 60606 (312) 321-3852
See p.110-111 for above company's ad.
Uchida of America, 1100 Stewart Ave., Garden City, NY 11530
Uffner Textile Corp., 2000 N.E. 2nd Court, Miami, FL 33137 (800) 327-7828
See p.174 for above company's ad.
Ulster Carpet Mills, Ltd., 10-150 Merchandise Mart, Chicago, IL 60654 (312) 321-1147
Ultraflex Corp., P.O. Box 1669, 2108 S. Elm St., High Point, NC 27261 (919) 886-4131
Uni Corp. Display Products, Subs. Gordon Tube Products Inc., 540 Manida St., Bronx, NY 10474 (212) 378-1700
Unika Vaev, USA, 305 E. 63 St., New York, NY 10021 (212) 750-0900
Union Products Int'l, One Industrial Dr., Cromwell, IN 46732 (219) 856-2196
Uniroyal Inc., 312 N. Hill St., Mishawaka, IN 46544 (219) 255-2181
Unistrut Building Systems, 35005 Michigan Ave., Wayne, MI 48184 (313) 721-0403
United Chair Co., P.O. Box 96, Leeds, AL 35094 (205) 699-5181
United International, Inc., P.O. Box 205, Salina, KS 67402 (913) 823-7277
See p.154 for above company's ad.
United Lighting & Ceiling Corp., 513 Independent Rd., Oakland, CA 94621 (415) 569-6700
United Marketing, Inc., 14 & Laurel Sts., Pottsville, PA 17901 (717) 622-7715
United States Gypsum Co., 101 S. Wacker Dr., Chicago, IL 60606 (312) 321-3863
United States Modular Carpet, 6536 28th St. S.E., Grand Rapids, MI 49506 (616) 949-6342
United States Testing Co., Inc., Materials Evaluation Div., 1415 Park Ave., Hoboken, NJ 07030 (201) 792-2400
United Technical Products Inc., 960 Turnpike St., Canton, MA 02021 (617) 821-1752
Unitex Industries Inc., 6611 West North Ave., Oak Park, IL 60302 (312) 524-0664
Universal Building Systems, Inc., 345 Phelan Ave,, San Jose, CA 95112 (408) 998-2477

V

V.I.P. Sales Inc., P.O. Box 1776, Dalton, GA 30720 (404) 278-3301
V.P.I., P.O. Box 451, Sheboygan, WI 53082 (414) 458-4664
V.T. Industries, 1000 Industrial Pk., Holstein, IA 51025 (712) 368-4381
VWR, 16300 Shoemaker Ave., Cerritos, CA 90701 (213) 926-0441
See p.166 for above company's ad.
Joyce Vagasy Textiles, Div. Amicale Fabrics, 1040 Ave. of Americas, New York, NY 10018 (212) 398-0300
The Valley Co., 333 Morton St., Bay City, MI 48707 (517) 892-4536
See p.180 for above company's ad.
Valley Forge Fabrics, 7 W. 22 St., New York, NY 10010 (212) 691-1776
Valli Furniture Mfg. Corp., 430 Lincoln St., P.O. Box 1090, Easton, PA 18042 (215) 253-2093
Vanguard Studios, 14660 Arminta St., P.O. Box 4750, Panorama City, CA 91412 (818) 901-0401
VanSan Corporation, 16735 E. Johnson Dr., City of Industry, CA 91745 (818) 961-7211

Varitonics Systems, Inc., 300 Interchange Tower, 600 South County Rd. 18, Minneapolis, MN 55426 **(800) 637-5461**
See p.37 for above company's ad.
Vaughan Walls Inc., 1950 Hurd Dr., Irving, TX 75062 (214) 659-0659
Vecta Contract, 1800 S. Great Southwest Pkwy., Grand Prairie, TX 75051 **(214) 641-2860**
See p.44-45 for above company's ad.
Velcro USA, Inc., 406 Brown Ave., P.O. Box 5218, Manchester, NH 03108
Vermont Marble Co., 61 Main St., Proctor, VT 05765 (802) 459-3311
Verosol USA Inc., 224 Park West Dr., RIDC Park West, Pittsburgh, PA 15275 (412) 787-9810
Versa Tec Corp., Compucart Div., P.O. Box 2095, Tampa, FL 33601 (813) 251-2431, (800) 237-9024
Versteel, P.O. Box 106, Jasper, IN 47546 **(812) 634-9594**
See p.20 for above company's ad.
Vertex Furniture Inc., 4912 W. Jefferson Blvd., Los Angeles, CA 90016 (213) 731-1986
Vescom USA Inc., 220 S. Orange Ave., Livingston, NJ 07039 (201) 535-8162
Vicrtex Wallcoverings, 170 N. Main St., Wharton, NJ 07885 (201) 366-2020
Victor Systems & Equipment, P.O. Box 171, Marietta, OH 45750 (614) 374-9300
Victorian Lighting Works, 251 S. Pennsylvania Ave., Box 469, Centre Hall, PA 16828 (814) 364-9577
Victory Upholstered Seating Co., 2332-40 N. California, Chicago, IL 60647 (312) 252-2000
Viking Acoustical Corp., Airlake Industrial Park, Lakeville, MN 55044 (800) 328-8385
Viking Metal Cabinet Co., 5321 W. 65 St., Chicago, IL 60638 (312) 594-1111
Virco Mfg. Corp., 1331 W. Torrance Blvd., Torrance, CA 90501 **(213) 532-3570**
See p.219 for above company's ad.
Virginia Metal Industries Inc., P.O. Box 709, Orange, VA 22960 (703) 672-2800
Virginia Metalcrafters, Inc., 1010 E. Main St., Waynesboro, VA 22980 (703) 949-8205
Visa Lighting, 8600 W. Bradley Rd., Milwaukee, WI 53224 (414) 354-6600
The Viscusi Rosan Group Inc., Executive Search, 220 E. 57 St., New York, NY 10022 (212) 371-0220
Vista Lighting Corp., Subs. of Jac Jacobsen Inds., 2200 S. Anne St., Santa Ana, CA 92704 (714) 549-9765
Vista Mfg., Rt. 1 - Box 409-2, Mash Branch Rd., Denton, TX 76205 (817) 566-4704
Vitra Seating, Inc., 410 E. 62 St., New York, NY 10021 (212) 935-0365
Vitro Products Inc., 201 Madison St., P.O. 5440, St. Louis, MO 63147 (314) 241-2265
Voko US Inc., 20 Greenway Plaza, Houston, TX 77046 (713) 622-8656
Vomar Products, Inc., 16641 Roscoe Pl., P.O. Box 2637, Sepulveda, CA 91343 (818) 894-7174
Von Schrader Co., 1600 Junction Ave., Racine, WI 53403 (414) 634-1956
Vran Associates, P.O. Box 277, Chalfont, PA 18914 (215) 822-7006
Vycon Contract 54, 20 Horizon Blvd., S. Hackensack, NJ 07606 (201) 440-7000
Vycor Corp., 1055 Thomas Jefferson St. N.W., Washington, DC 20007 (202) 467-5510

W

WW Graphics, Inc., 5211 W. Adams Blvd., Los Angeles, CA 90016 (213) 931-1201
William J. B. Waite Co., Div. of Tropicane Industries, Inc., 200 Kansas St., #221, San Francisco, CA 94103 (415) 861-3495
Walker & Zanger, Inc., P.O. Box 241, Scarsdale, NY 10583 (914) 472-5666
Walker Systems, Inc., 250 S. Lake Ave., Duluth, MN 55812 (218) 722-5945
Walker Watkins, Inc., 7120 Britmore, Suite 400, Houston, TX 77041 (713) 466-4646
Wall Fabrics Inc., 932 Market St., P.O. Box 1949, Paterson, NJ 07509 (201) 274-9168
Wall Pride Inc., 7050 Valjean Ave., Van Nuys, CA 91406 (213) 997-2700
Wall Solutions, 1400 Potters Ln., Jeffersonville, IN 47130 (812) 288-2500
Wall Technology, Inc., 4699 Nautilus Ct., Ste. 104, Boulder, CO 80301 (303) 530-3237
Wallco International, Wallpapers, Inc., 6700 N.W. 77th Court, Miami, FL 33166 (305) 592-8000, (800) 435-9255
Wallmates Vinyls, Inc., 1305 Newbridge Rd., North Bellmore, NY 11710 (516) 826-2330
Walsh & Simmons Seating, 2511 Iowa St., St. Louis, MO 63104 (314) 664-1215
Walter Carpets, Div. West Point Pepperell, 14528 E. Bonelli St., City of Industry, CA 91749 (818) 968-1464
Waterford Crystal Inc., 225 Fifth Ave., New York, NY 10010 (212) 683-8899
Watson Furniture Systems, 12715 Miller Rd. N.E., Bainbridge Island, WA 98110 (206) 842-6601
Waymar Inds., Inc., 11545 12th Ave. S., Burnsville, MN 55337 (612) 890-0055
David R. Webb Co., 206 S. Holland, Edinburgh, IN 46124 (812) 526-2601
Webb Designs, Inc., P.O. Box 1405, 1155 Johnson Ave., El Cajon, CA 92020 (619) 442-0391, (800) 262-WEBB
Helen Webber Designs, Ltd., 410 Townsend, San Francisco, CA 94107 (415) 543-2151
Weber Costello, 465 S. Lincoln Dr., Troy, MO 63379 (314) 528-8110
Wegman Associates, Inc., 3 Dunwoody Pk., Ste. 103, Atlanta, GA 30338 (404) 458-0734
Wellco Business Carpet, Sub. Mannington Mills, P.O. Box 281, Calhoun, GA 30701 (404) 629-7301
Wendell Fabrics Corp., P.O. Box 145, Blacksburg, SC 29702 (803) 839-6341
Wenger Corp., 555 Park Dr., Owatonna, MN 55060 (507) 451-3010
Werzalit of America, Inc., 40 Holly Ave., P.O. Box 373, Bradford, PA 16701 (814) 362-3881
West Coast Industries, 3150 18 St., San Francisco, CA 94110 (415) 621-6656
Westgate Fabrics Inc., 1000 Fountain Pkwy., Grand Praire, TX 75050 (214) 647-2323
Westin-Nielsen Corp., 4301 White Bear Pkwy., St. Paul, MN 55110 **(612) 426-4625, (800) 626-1234**
See p.117 for above company's ad.
Westinghouse Electric Corp., Decorative Micarta Div., P.O. Box 248, Hampton, SC 29924 (803) 943-2311
Westinghouse Furniture Systems, 4300 36 St. S.E., Grand Rapids, MI 49508 (616) 949-1050
Westnofa USA, Inc., 7040 N. Austin Ave., Niles, IL 60648 (312) 647-7415
West Point Pepperell, P.O. Box 71, West Point GA 31833 **(205) 645-4941**
See p.125,221 for above company's ad.
Westwood Lighting Group, Inc., 177 Genesee Ave., Paterson, NJ 07503 (201) 684-8484
Weyerhaeuser, Tacoma, WA 98477 (206) 924-2345
White Graphic Systems, Commercial Graphics Group, 925 Avenue N, Grand Prairie, TX 75050 (214) 641-2481
White Machine Co., 30 Boright Ave., Kenilworth, NJ 07033 (201) 272-6700
White Mop Wringer Co., P.O. Box 16647, Tampa, FL 33617 (813) 971-2223
White Office Systems, Inc., 50 Boright Ave., Kenilworth, NJ 07033 **(201) 272-8888**
See p.128 for above company's ad.
Whitecraft Rattan Inc., P.O. Box 380309, Miami, FL 33138 (305) 757-3407
Whitecrest Carpet, Cross Plains Industrial Park, Dalton, GA 30720 (404) 277-3414
Whitehall Furniture, Inc., 800 Moreland St., P.O. Box 745, Owensboro, KY 42302 (502) 683-3585
Wicklund Associates Design Inc., P.O. Box 539, Long Lake, MN 55356 (612) 473-9066
John Widdicomb Co., 979 Third Ave., New York, NY 10022 (212) 421-1200
Williams Office Furniture Co., 47 W. 34 St., New York, NY 10001 (212) 695-6766
Willow-Tex Inc., 38-01 23 Ave., Long Island City, NY 11105 (718) 726-9890
Andrew Wilson Co., 616 Essex St., Lawrence, MA 01842 (617) 683-2403
Wilson Jones, 6150 Touhy Ave., Chicago, IL 60648 (312) 774-7700
Ralph Wilson Plastics Co./Wilsonart, 600 General Bruce Dr., Temple, TX 76501 **(817) 778-2711**
See p.43 for above company's ad.
Winfield Design Assoc., Inc., 2690 Harrison St., San Francisco, CA 94110
The Winn Corp., 5700 6 Ave. S., P.O. Box 80096, Seattle, WA 98108 (206) 763-9544
Winona Industries Inc., P.O. Box 9, Winona, MN 55987 (507) 454-1860
The Wiremold Co., 60 Woodlawn St., West Hartford, CT 06110 (203) 233-6251
Wiselow Commercial of North America, P.O.Box 785, Port Huron, MI 48060 (313) 982-5200, (800) 334-4466
The Witt Co., 4454 Steel Pl., Cincinnati, OH 45209 (513) 871-5700
Wolf-Gordon, Inc., Wallcoverings & Upholstery, 132 W. 21 St., New York, NY 10011 (212) 255-3300
Wolff Wire Inc., P.O. Box 668, 902 Rowe St., Ludington, MI 49431 (616) 845-1574
Wolverine Leather Div., Rockford, MI 49351 (616) 866-9521
Wood Design, Beechwood Ave., French Lick, IN 47432 (812) 936-9977
S.R. Wood Inc., 1801 Progress Way, Clarksville, IN 47130 (812) 288-9201
Lee L. Woodard, Inc., P.O. Box 280, Owosso, MI 48867 (517) 723-7881
Woodlee Furniture Corp., 132 Beckwith Ave., Paterson, NJ 07503 (201) 684-1111
Woodsmiths, 2660 N.E. 7 Ave., Pompano Beach, FL 33064 (305) 942-8840

Woolums Mfg. Inc., 1540 19 St. N., St. Petersburg, FL 33713 (813) 822-4685
Wooster Products, Inc., 1000 Spruce St., P.O. Box 896, Wooster, OH 44691 (216) 264-2844, (800) 321-4936
The Worden Co., 199 E. 17 St., Holland, MI 49423 (616) 392-1848
Work Space International, Inc., 1335 Capital Circle, Ste. M, Marietta, GA 30067 (404) 955-0496
Working Walls, Inc., 2703 St. Clair, Cleveland, OH 44114 (216) 579-9161
World Carpets Inc., World Plaza, Dalton, GA 30720 (404) 278-8000
Wright Line Inc., A Unit of Barry Wright Corp., 160 Gold Star Blvd., Worcester, MA 01606 (800) 225-7348
Wunda Weave Carpet Co., P.O. Box 167, Greenville, SC 29602 (803) 879-8000
Wyandot Seating, P.O. Box 969, Bucyrus, OH 44820 (419) 562-1000
Wycombe Meyer Co., Inc., 305 E. 63 St., New York, NY 10021 (212) 753-2010
See p.181 for above company's ad.
Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems, 81 Kelfield St., Nos. 5 & 6, Rexdale, ON M9W 5A3, Canada
Jim Wylie & Company, Merit Carpet Corp., 3410 Century Circle, Irving, TX 75062 (214) 438-5050

X

Xception Design Ltd., 2875 Industrial Blvd., Laval, PQ H7L 3V8, Canada (514) 668-0710
Xebron Corp., P.O. Box 7909, Ann Arbor, MI 48107 (313) 994-0100
Xylem, 35 High St., Mineral Point, WI 53565 (608) 987-2003

Y

Yorkraft, Inc., Contract Dept., 550 S. Pine St., P.O. Box 2386, York, PA 17405 (717) 845-3666

Z

Z-Brick Company, VMC Corp., 13929 N.E. 190 St., P.O. Box 628, Woodinville, WA 98072 (206) 483-8041
Zographos Designs Ltd., 150 E. 58 St., New York, NY 10155 (212) 421-6650
Zumtobel Lighting, Inc., 311 Rte. 46 W., Fairfield, NJ 07006 (201) 882-9600

Trade Exhibits

Architects & Design Building, 150 E. 58th St., New York, NY 10155 (212) 644-6555
Architects Samples Corp., 275 Madison Ave., New York, NY 10016 (212) 683-1400
Atlanta Merchandise Mart, 240 Peachtree St., N.W., Atlanta, GA 30303 (404) 658-5672
Atlanta Market Center, 240 Peachtree St., N.W., Atlanta, GA 30043 (404) 688-8994
Atlanta Decorative Arts Center, (ADAC), 351 Peachtree Hills Ave., N.E., Ste. 244, Atlanta, GA 30305 (404) 231-1720
The Boston Design Center, 660 Summer St., Boston, MA 02210 (617) 338-5062
COSMIT, Corso Magenta 96, Milan, 1-20123, Italy 02/4988361
Chicago Showroom Center, 841 Merchandise Mart, Chicago, IL 60654 (312) 822-0346
Contract Center, 650 7th St., San Francisco, CA 94103 (415) 864-8541
Dallas Market Center, 2100 Stemmons Frwy., Dallas, TX 75207 (214) 655-6100
Decoration & Design Building, 979 Third Ave., New York, NY 10022 (212) 759-2964
Decorative Arts Center, 305 E. 63rd St., New York, NY 10021 (212) 838-7736
Denver Design Center, 595 S. Broadway, Denver, CO 80209 (303) 733-2455
Denver Merchandise Mart, 451 E. 58th Ave., Denver, CO 80216 (303) 292-6278
The Design Center, 5001 Baum Blvd., Pittsburgh, PA 15213 (412) 683-6200
The Design Exchange, 712 Broadway, Kansas City, MO 64105 (816) 842-2177
Design Center of Los Angeles, 433 S. Spring St., Los Angeles, CA 90013 (213) 625-1100
Design Center South, 23811 Aliso Creek Rd., Laguna Niguel, CA 92656 (714) 643-2929
Design Center of the Americas, 1855 Griffin Rd., Dania, FL 33004 (305) 920-7997
Design Center Northwest, 5701 Sixth Ave., S., Seattle, WA 98108 (206) 762-1200
Design Resources Center of Greater St. Louis, 3226 Olive St., St. Louis, MO 63103 (314) 531-7222
Designer Center at The Icehouse, 1801 Wynkoop St., Denver, CO 80202 (303) 298-9191
Furniture Mart, 192 Lexington Ave., New York, NY 10016 (212) 685-3685
Galleria Design Center, 101 Henry Adams St., Showplace Sq., San Francisco, CA 94103 (415) 864-1500
Hickory Furniture Mart, P.O. Box 2250, Hickory, NC 28602 (704) 322-3510
Houston Design Center, 20 Greenway Plaza, Houston, TX 77046 (713) 963-9955
Innova, 20 Greenway Plaza, Houston, TX 77046 (713) 963-9955
Interior Resource Center of Houston, 7026 Old Katy Rd., Houston, TX 77024 (713) 861-2114
Interior Showplace, Ltd., 1020 Auahi St., Bldg. 6, Honolulu, HI 96814 (808) 524-5420
International Design Center, NY, 30-20 Thomson Ave., Long Island City, NY 11101 (718) 937-7474
International Market Square, 275 Market St., Minneapolis, MN 55405 (612) 338-6250
Karel Exposition Mgmt., 2301 Collins Ave., Ste. 105, Miami, FL 33119 (305) 534-7469
L.A. Home Furnishings Mart, 1933 S. Broadway, Los Angeles, CA 90007 (213) 749-7911
Lenora Square, 1000 Lenora St., Seattle, WA 98121 (206) 621-7500
Lighting/Accessories Center, 230 Fifth Ave., New York, NY 10001 (212) 532-4555
The Marketplace, 2400 Market St., Philadelphia, PA 19103 (215) 561-5000
The Merchandise Mart, Ste. 470, Chicago, IL 60654 (312) 527-4141
Miami Decorating & Design Center, N.E. 2nd Ave. & 39th St., Miami, FL 33137 (305) 573-8116
Miami International Merchandise Mart, 777 N.W. 72nd Ave., Miami, Fl 33126 (305) 261-2900
Michigan Design Center, 1700 Stutz Dr., Troy, MI 48084 (313) 649-4772
New York Design Center, 200 Lexington Ave., New York, NY 10016 (212) 679-9500
New York Merch. Mart, 41 Madison Ave., New York, NY 10010 (212) 686-1203
Northwest Home Furnishings Mart, 121 Boren Ave., N., Seattle, WA 98109 (206) 343-8100
Oak Lawn Plaza, 1444 Oak Lawn Ave., Dallas, TX 75207 (214) 689-4222
Ohio Design Centre, 23533 Mercantile Rd., Beachwood, OH 44122 (216) 248-7770
Pacific Design Center, 8687 Melrose Ave., W. Hollywood, CA 90069 (213) 657-0800
See p.245 for above company's ad.

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Pendleton Square Design Center, 1118 Pendleton St., Cincinnati, OH 45210 (513) 621-7619
Piedmont Center, 10 Piedmont Center, Ste. 300, 3495 Piedmont Rd., Atlanta, GA 30305 (404) 261-3667
Place Bonaventure, P.O. Box 1000, Place Bonaventure, PQ H5A 1E9, Canada (514) 397-2216
San Francisco Design Center, 9th, Bryant & Brannon Sts., San Francisco, CA 94103 (415) 461-7970
Showplace Square, 2 Henry Adams St., San Francisco, CA 94103 (415) 864-1500
Six-One-Hundred Bldg., 6100 4th Ave., S., Seattle, WA 98108 (206) 767-6800
St. Paul's Church Mart, 1117 Pendleton St., Cincinnati, OH 45210 (513) 579-1922
Two-Thirty Fifth Ave. Market Center, 230 Fifth Ave., New York, NY 10010 (212) 532-4555
Two-Twenty-Five Fifth Ave. Association, 225 Fifth Ave., New York, NY 10010 (212) 532-4412
The Washington Design Center, 300 D St., S.W., Washington, DC 20024 (202) 554-5053
See p.15 for above company's ad.
Western Merchandise Mart, 1355 Market St., San Francisco, CA 94103 (415) 552-2311
See p.29 for above company's ad.

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American Association of School Administrators, 1801 N. Moore St., Arlington, VA 22209 (703) 528-0700
American Furniture Manufacturers Association, P.O. Box HP-7, High Point, NC 27261 (919) 884-5000
American Hotel & Motel Association, 888 Seventh Ave., New York, NY 10106 (212) 265-4506
American Hardware Manufacturers Association, 931 N. Plum Grove Rd., Schaumburg, IL 60173-4796 (312) 885-1025
American Hospital Association, Div. of Design & Construction, 840 N. Lake Shore Dr., Chicago, IL 60611 (312) 280-6000
American Institute of Architects, 1735 New York Ave., N.W., Washington, DC 20006 (202) 626-7463
American Library Association, 50 E. Huron St., Chicago, IL 60611 (312) 944-6780
American Society of Interior Designers, 1430 Broadway, New York, NY 10018 (212) 944-9220
American Society for Testing & Materials, (ASTM), 1916 Race St., Philadelphia, PA 19103 (215) 299-5400
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Architectural Woodwork Institute, 2310 S. Walter Reed Dr., Arlington, VA 22206 (703) 671-9100
Art Deco Society of Los Angeles, P.O. Box 8171, Van Nuys, CA 91409 (818) 368-4139
Associated Landscape Contractors of America, 405 N. Washington St., Ste. 104, Falls Church, VA 22046 (703) 241-4004
Association of University Interior Designers, Michigan State University, 250 Akers Hall, E. Lansing, MI 48824 (517) 355-7467
Belgian Consulate General, Trade Section, 50 Rockefeller Plaza, 11th fl., New York, NY 10020 (212) 586-5110
Brick Institute of America, 11490 Commerce Park Dr., Ste. 300, Reston, VA 22091 (703) 620-0010
British Carpet Manufacturers Association, Royalty House, 72 Dean St., London, W1V 5HB, England 01 734-9853
Building Stone Institute, 420 Lexington Ave., New York, NY 10170 (212) 490-2530
Business & Institutional Furniture, Manufacturer's Association (BIFMA), 2335 Burton S.E., Grand Rapids, MI 49506 (616) 243-1681
California Redwood Association, 591 Redwood Hwy., #3100, Mill Valley, CA 94941 (415) 381-1304
Carpet & Rug Institute, P.O. Box 2048, Dalton, GA 30722 (404) 278-3176
Carpet Cushion Council, P.O. Box 465, Southfield, MI 48037 (313) 356-6656
Color Association of the U.S., 343 Lexington Ave., 5th fl., New York, NY 10016 (212) 683-9531
Color Marketing Group, 4001 N. Ninth St., Ste. 102, Arlington, VA 22203 (703) 528-7666
Contract Furnishings Council, 1190 Merchandise Mart, Chicago, IL 60654 (312) 321-0563
Copper Development Association Inc., Greenwich Office Park 2, P.O. Box 1840, Greenwich, CT 16836-1840 (203) 625-8210
Fine Hardwoods/American Walnut Association, 5603 W. Raymond St., Ste. O, Indianapolis, IN 46241 (317) 244-3311
Foundation for Interior Design Education Research, (FIDER), 322 8th Ave., Ste. 1501, New York, NY 10001 (212) 929-8366
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Hardwood Institute, 420 Lexington Ave., #1621, New York, NY 10170 (212) 867-6800
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Illuminating Engineering Society of North America, 345 E. 47th St., New York, NY 10017 (212) 705-7923
Institute of Business Designers, 1155 Merchandise Mart, Chicago, IL 60654 (312) 467-1950
Interior Plantscape Div., Associated Landscape Contractors of America, 405 N. Washington St., Falls Church, VA 22046 (703) 241-4004
Interior Design Educators Council, Inc., Paul Eshelman, Cornell University, Ithaca, NY 14853 (607) 255-1811
International Association of Lighting Designers, 18 E. 16th St., Ste. 208, New York, NY 10003 (212) 206-1281
International Design Conference in Aspen, P.O. Box 664, Aspen, CO 81612 (303) 925-2257
International Facility Management Association, 11 Greenway Plaza, Ste. 1410, Houston, TX 77046 (713) 623-4362
International Linen Promotion Commission, 200 Lexington Ave., Ste. 225, New York, NY 10016 (212) 685-0424
International Society of Interior Designers, 433 S. Spring St., Los Angeles, CA 90013 (213) 680-4240
International Trade Exhibitions in France, 8 W. 40th St., New York, NY 10018 (212) 869-1720
Irish Export Board, 10 E. 53rd St., New York, NY 10022 (212) 371-3600
The Italian Tile Center, 499 Park Ave., 6th fl., New York, NY 10022 (212) 980-8866
Jute Carpet Backing Council, Inc., 30 Rockefeller Plaza, New York, NY 10112 (212) 408-5100
Marble Institute of America, 33505 State St., Farmington, MI 48024 (313) 476-5558
National Association of Display Industries, 419 Park Ave. S, 3rd fl., New York, NY 10016 (212) 213-2662
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National Association of Store Fixture Manufacturers, 5975 W. Sunrise Blvd., Sunrise, FL 33313 (305) 587-9190
National Association of Mirror Manufacturers, 9005 Congressional Court, Potomac, MD 20854 (301) 365-4080
National Bureau of Standards, Gaithersburg, MD 20899 (301) 921-1000

National Electrical Contractors Association, 7315 Wisconsin Ave., Bethesda, MD 20841 (301) 657-3110
National Council of Acoustical Consultants, P.O. Box 359, 66 Morris Ave., Springfield, NJ 07081 (201) 379-1100
National Fire Protection Association, Battery March Park, Quincy, MA 02269 (617) 770-3000
National Electrical Manufacturers Association, 2101 L St., N.W., Ste. 300, Washington, DC 20037 (202) 457-8400
National Home Fashions League, 107 World Trade Center, P.O. Box 58045, Dallas, TX 75258 (214) 747-2406
National Institute of Governmental Purchasing Inc., 115 Hillwood Ave., Ste. 201, Falls Church, VA 22046 (703) 533-7300
National Paint & Coatings Association, 1500 Rhode Island Ave., N.W., Washington, DC 20005 (202) 462-6272
National Office Products Association, 301 N. Fairfax St., Alexandria, VA 22314 (703) 549-9040
National Terrazzo Mosaic Assoc., 3166 Des Plaines Ave., Ste. 132, Des Plaines, IL 60018 (312) 635-7744
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National School Supply & Equipment Association, 2020 N. 14th St., Arlington, VA 22201 (703) 524-8819
New York Home Furnishings Council, P.O. Box N, Millwood, NY 10546 (914) 762-5555
Office Landscapes Users Groups, Box 11182, Philadelphia, PA 19136 (215) 335-9400
Ontario Ministry of Industry, Trade & Technology, 900 Bay St., Queens Pk., Toronto, ON M7A 2E1, Canada (416) 965-1586
Portuguese Trade Commission, 548 Fifth Ave., New York, NY 10036 (212) 354-4610
Psychiatric Institute Foundation, 4460 MacArthur Blvd., N.W., Washington, DC 20007 (202) 828-1888
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Regional Industrial Expansion, Public Information Branch, 235 Queen St., Ottawa, ON K1A 0H5, Canada (613) 954-2788
Resilient Floor Covering Institute, 966 Hungerford Dr., Ste. 12-B, Rockville, MD 20850 (301) 340-8580
Resources Council, Inc., 979 Third Ave., Rm. 902N, New York, NY 10022 (212) 752-9040
Society for Marketing Professional Services, 801 N. Fairfax St., Ste. 215, Alexandria, VA 22314 (703) 549-6117
Society of Chartered Property, Casualty Underwriters, Kahler Hall, 720 Providence Rd., Malvern, PA 19355 (215) 251-2728
Society of the Plastics Industry Inc., 355 Lexington Ave., New York, NY 10017 (212) 503-0600
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Tile Council of America Inc., P.O. Box 326, Princeton, NJ 08542 (609) 921-7050
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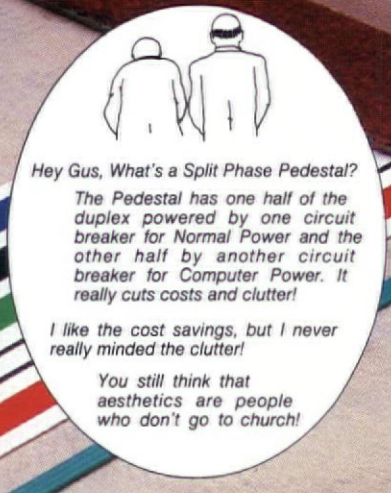
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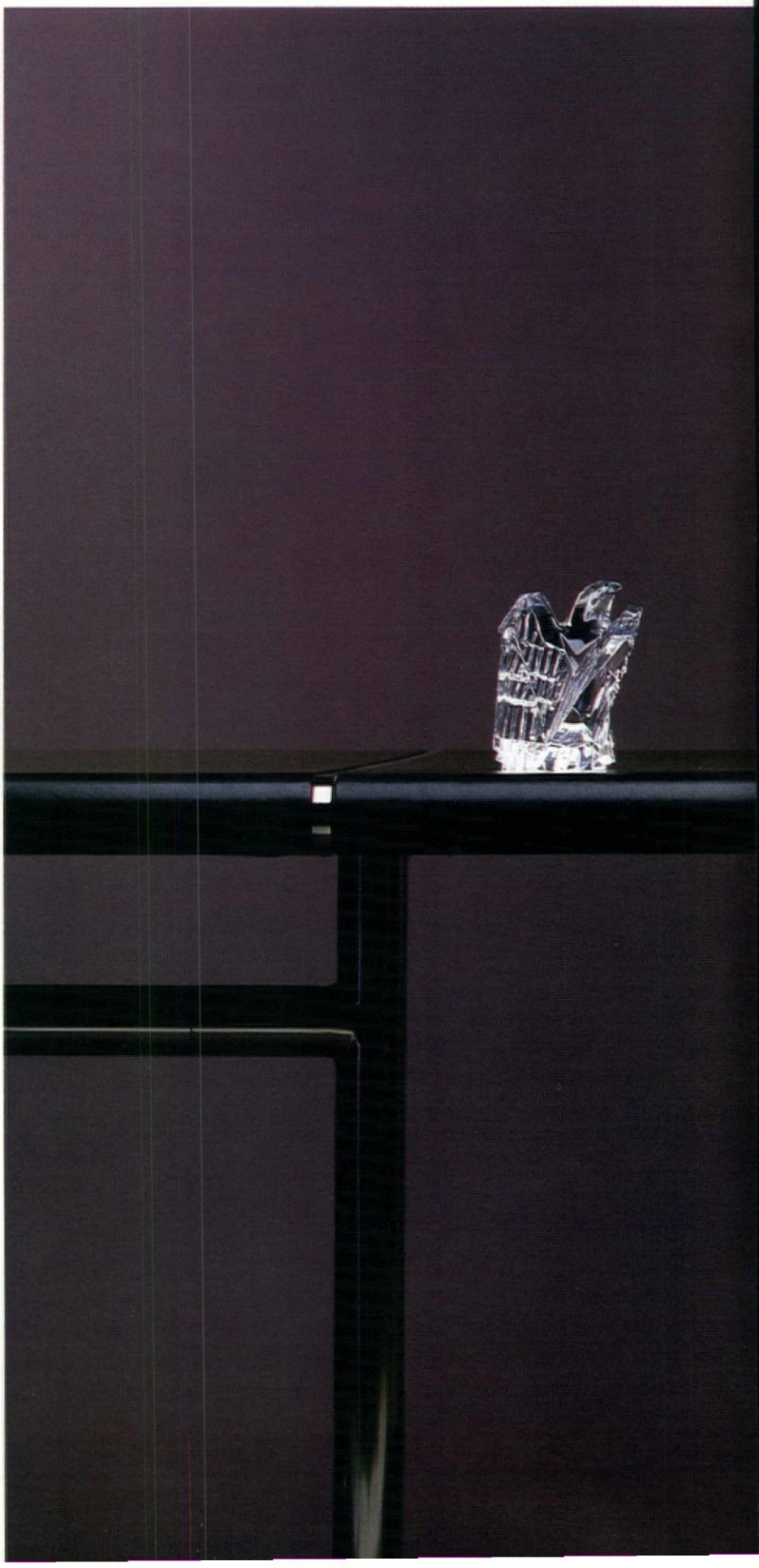
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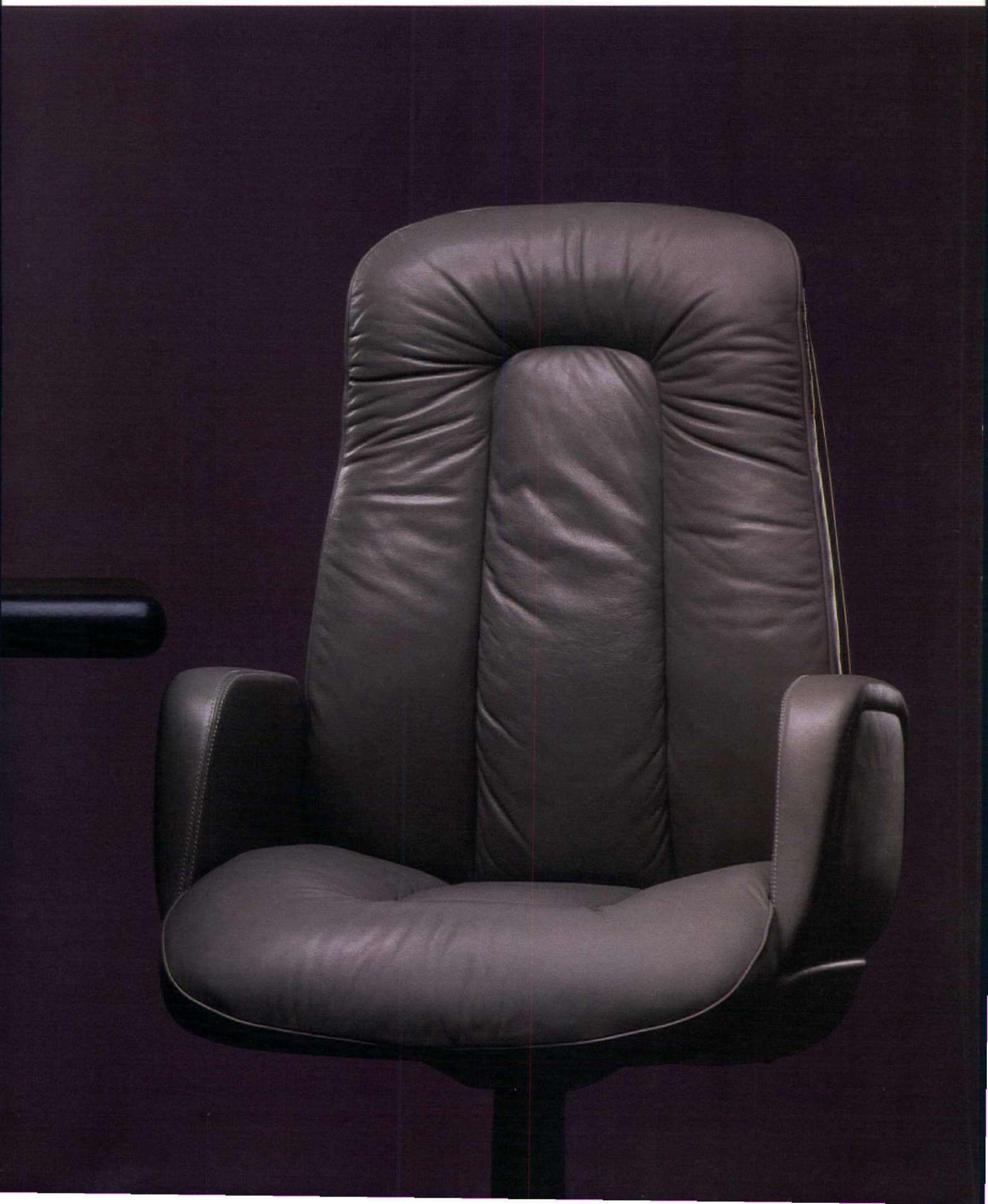
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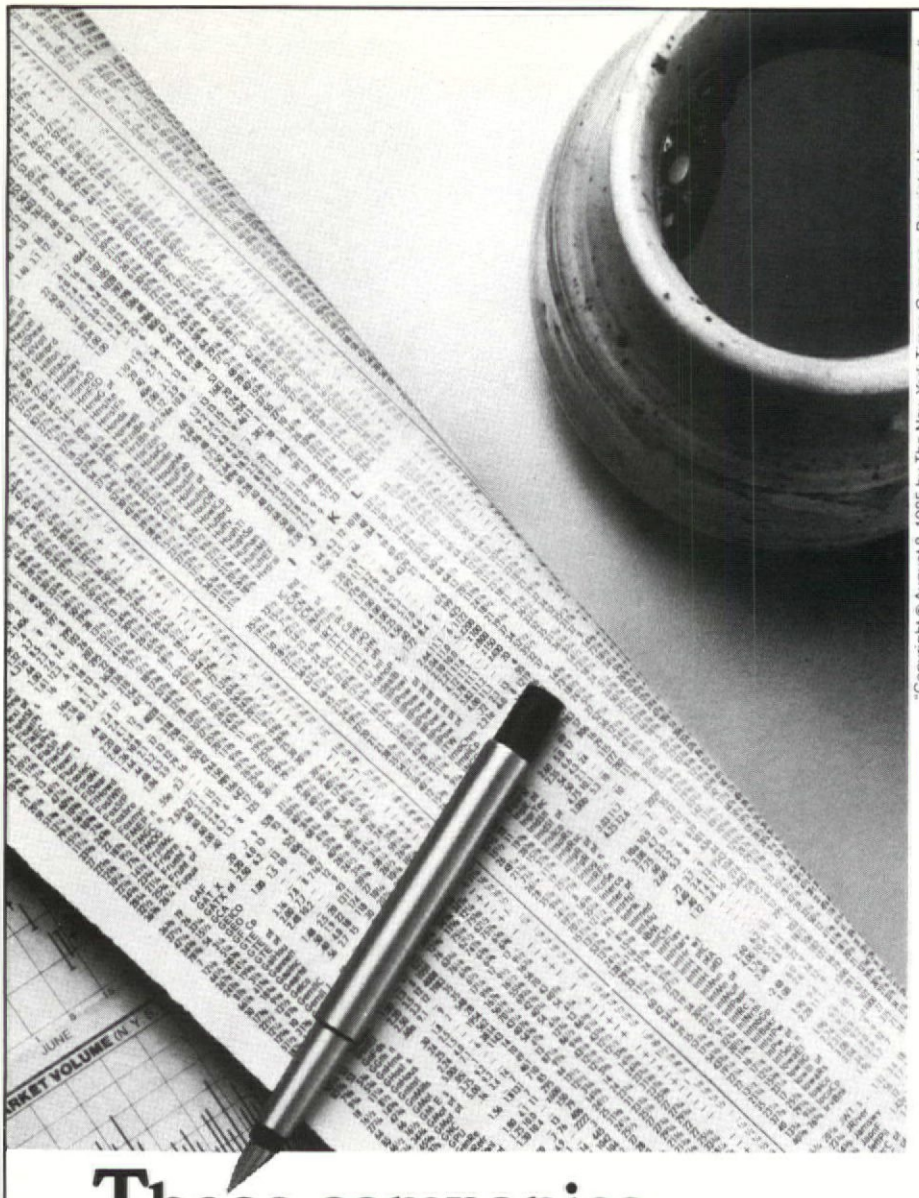
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a—aquariums
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b—barometers/thermometers
ba—bathroom pulls, racks
be—beads
cm—chair mats
c—clocks
d—desk accessories
l—lecterns
m—maps & globes
p—pedestals, cubes
tr—trash receptacles
w—wastebaskets

Airguide Instrument Co. (b, c, d)
Albrass Enterprises, Albrass Architectural Designs (ba)
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C.I. Designs (l)
C-Line Products (at, d)
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Chelsea Clock Co. (b, c)
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Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc. (d)
Corona Decor Co. (d, m)
Crown Decorative Products (l, p, tr)
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John Deason Intl., Inc., Captive Sea (a, p)
Decatur Inds., Inc. (at, d)
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Glassform, Div. of Century Plastics, Inc. (at, au, d, tr, w)
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Group 4 (au, tr)
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Hardwood Visuals (l)
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Innovative Plastics, Gilbert Plastics Div. (p)
Interna Designs Ltd. (at, ba, d)
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Macotta Corp., Leaf Fiberglass Designs (au, tr)
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Peter Pepper Products Inc. (at, au, ba, c, d, p, tr, w)
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Photographic Specialties, Inc., P.S. Decor (m)
Plymold Booths, Div. Foldcraft Co. (tr)
Portasound (l)
Pouliot Designs Corp. (au, p, tr)
Puccio Collection (p)
RPI Designs (au, tr)
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Stirling Plastics (d)
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Syroco Inc., Contract Div. (c)
TSAO Designs, Inc. (at, au, d)
Tenex Corp. (at, cm, d, tr, w)
Texacraft Casuals (au, tr)
Texwood Furniture Corp. (l)
ThermaSol Ltd. (ba)
Tradewinds Outdoor Furniture Corp. (au, tr)
Tubular Specialties Mfg. Inc. (ba)
United Marketing, Inc. (au, tr, w)
United Technical Products Inc. (cm)
Vanguard Studios (c)
VanSan Corporation (l)
Virginia Metalcrafters, Inc. (at, d)
Waymar Inds., Inc. (tr)
Weber Costello (m)
White Mop Wringer Co. (tr, w)
The Witt Co. (au, tr, w)
Wolff Wire Inc. (d)
Woodlee Furniture Corp. (p)
Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems (au, l, tr, w)
Xylem (at,)

ARCHITECTURAL & CUSTOM WOODWORK

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Art Directions
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Commercial Interior Products
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D.G. Mouldings
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Stein Furniture & Fixture Co.
Tella Systems, Inc.
TriCraft Corp.
VanSan Corporation
Vaughan Walls Inc.
White Graphic Systems, Commercial Graphics Group
The Worden Co.

ARCHITECTURAL ANTIQUES

Above View, Inc.
Architectural Antiques Exchange
Art Directions
Gargoyles, Ltd.
Harry Green Studio

ART OBJECTS

c—custom murals
fo—fountains, decorative
f—frames
g—graphics (originals)
pi—paintings
p—photographs
ph—photomurals
pd—picture-hanging devices
pm—picture mat & mounting boards
pr—prints (reproductions)
s—sculpture, statuary, multiples
sg—stained glass
t—tapestries
w—wall & decorative accessories

Airguide Instrument Co. (w)
American Frame Corporation (f)
Architectural Pottery (c, fo, s, w)
Architectural Stoneware, Inc. (c, fo)
Armento Inc. (c, s)
Arras (t)
Art Advisory Services, Inc. (c, f, g, pi, p, ph, s, t)
Art Directions (sg)
Art for Institutions (c, g, pi, pr, s, sg, t)
Art Photography Inc. (f, g, p, ph, pr)
Art Spectrum, Div. Mitch Morse Gallery Inc. (f, g, pi, ph, pr, s)
Arte De Mexico (f, s, w)
Austin Productions Inc. (g, s, t, w)
BMG Framed Graphics, Inc. (f, g, pr)
Bannerworks, Inc. (c, t, w)
Belart (w)
Bendix Mouldings, Inc. (f)
Best Mfg. Co., Best Sign Systems (g, w)
Milton A. Bleier Corp. (f, g, pi, ph, pr, w)
Mort L. Bloom Design (c, f, g, p, pd, pr, s)
Bolae/Specified Designs, Inc.
Brejtfus Business Environments, Inc. (c, g)
Brejtfus Environmental Concepts, Inc. (c, g, pd, pr, t, w)
CW Design Inc. (sg)
California Metal Enameling Co., Cameo (c)
City Knickerbocker, Inc. (sg)
Cold Spring Granite (c, fo, s)
Color Optics Display (pd)
Commercial Interior Products (c, g, p, ph)
Corona Decor Co. (c, f, pi, pr, t, w)
Corporate Collections, Div. of Etchings International (c, f, g, pi, p, ph, s, t)
Crescent Cardboard Co. (pm)
Cumberland Woodcraft Co. Inc. (w)
Custom Looms Rug Mills, Inc. (t)
Custom Wall Services, Inc. (c, ph)
Danjell Creations, Inc. (sg)
John Deason Intl., Inc., Captive Sea (s, w)
Decatur Inds., Inc. (f, w)
Designers View Group (c, sg, w)
Entol Industries Inc. (w)
Envel Design Corp. (sg)
Environmental Graphics, Inc. (c, ph)
Fabrique Wallhangings (c, g, s, t, w)
Fantastic Graphics (g, p, pd, pr)
Fidelity Arts (g, p, pr)
Edward Fields Inc. (t)
Fine Art Resources, Inc. (g, pi, pr, s, t)
Fitzpatrick Ceramics (w)
Floral Glass & Mirror (w)
Florenco Foliage Systems Worldwide (g)
Franklin Picture Co. (g, pi, pr, w)
Froelich Leather Craft Co., Inc. (f)
Gargoyles, Ltd. (sg, w)
General Fountains Corp. (fo)
The Ginsberg Collection (w)
Graphic Encounter Inc. (f, g, pi, p, pr, w)
Harry Green Studio (c, s, w)
Grippi Gallery, Inc. (g, pi, s)
Holly Imports (c, t, w)
Image Connection Inc. (c, g)
International Terra Cotta (fo, s, w)
Jones & Morris Photo Enlarging Ltd. (ph)
KCR Fabrics Inc. (g, t)
Kaleidoscope Limited, Inc. (g, pd, pr, w)
Kimric Products, International Cargo (g)
Lake Country Brass (sg)
Let There Be Neon (s, w)
Libbey Glass Div., Owens-Illinois, Inc. (w)
MJL Impressions (c, f, g, pi, p, ph, s, sg, t)
MPC, Inc., Noise Control Products Div. (c, ph, w)
Magna Visual, Inc. (pd)
Karl Mann Associates (c, f, g, pi, pr, w)
Marlock Inc. (f)
Marushka, Inc. (g, w)
Meisel Photographic Design Div. (c, ph)
Meyda Stained Glas Studio (sg)
Mid Channel Design & Mfg.
Ted Morris & Associates (c, g, pi, pr, t, w)
National Art Services Co., Inc. (g, pd, pr, w)
New York Graphic Society Ltd. (f, g, pr)

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Niedermaier Design (w)
Office Accents Inc., Gift Craft Leather Co. (f, pr, w)
Nina Owen Ltd. (c, fo, pi, s, sg, t, w)
Pace Gallery & Editions (c, f, g, pi, s, t, w)
Pannam Imaging, Div. Horizons Research Inc. (c, g, ph)
Paul Associates Inc. (s, t)
Peter Pepper Products Inc. (p, ph, w)
Norman Perry Lamps, The Chartwell Group Ltd. (fo, w)
Photographic Specialties, Inc., P.S. Decor (c, g, p, ph)
Photophilia, A C Graphics (p, ph, pr)
Pictures for Business, Inc. (f, g, pi, pr)
Pinecrest Inc. (sg)
Plastiglide Mfg. Corp. (pd)
Poster Originals Ltd. (f, g)
Pouliot Designs Corp. (w)
Puccio Collection (fo, s)
Ram Products Co. (w)
Rambusch (c, sg)
Reece Galleries Inc. (f, g, pi, p, ph, pr, s, t)
Sainberg & Co. Inc. (f)
Scandecor Inc. (ph, pr)
Scott Plastics Co. (g)
Sculpture Design Imports Inc.
Shogun International Corp. (ph)
Shorewood Fine Art Reproductions, Inc. (pr, w)
Showcase Systems, Inc. (c, pi, ph, pr, t)
Silent Sound Systems Inc. (w)
Smith & Watson (pi)
Spectra Galleries (f, g, pi, pr)
Summitville Tiles Inc. (c)
Syroco Inc., Contract Div. (pr, w)
SystemGraphics (g)
TSAO Designs, Inc. (g, t, w)
Tapestries, Ltd. (t, w)
Shirley Tattersfield Ltd. (c, g, pi, p, s, sg, t, w)
Tavola International (s)
3M, Commercial Graphics Div. (c, ph, t, w)
Vanguard Studios (f, g, pi, pr, w)
Virginia Metalcrafters, Inc. (w)
WW Graphics, Inc. (c, g, pi, pr, s)
Walker Systems, Inc. (pd)
Helen Webber Designs, Ltd. (c, fo, pr, s, t)
White Graphic Systems, Commercial Graphics Group (ph)
Wicklund Associates Design Inc. (c, g)
The Winn Corp. (g, pi, pr, s)
Xebron Corp. (sg)
Yorkraft, Inc., Contract Dept. (w)

BEDS, BED COMPONENTS

b—brass
c—convertible
e—electrically operated
f—folding
g—general commercial
s—special hospital
w—wall-concealed
wb—water beds
fr—frames
h—headboards
m—mattresses
sp—springs

Adden Furniture, Inc. (s, h)
American of Martinsville, Contract Div. (fr, h)
Arbor Products (h)
Arconas Corp. (c)
Armstrong World Industries, Inc. (h)
Avery Boardman-Headbed (c, e, g, fr, h, m, sp)
B & B America (h)
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom (h)
Baldwin Brass Co., Inc. (b)
Beauti-Glide Co./L.S.I. (fr)
Bethlehem Furniture Co. (h)
Borning Corp. (s)
Brejtfus Environmental Concepts, Inc. (h)
Brown-Jordan Co. (h)
Centrac Industries (h)
Chestnut Ridge Foam, Inc. (m)
Commercial Chair Co. (h)
Congoleum Corp., Kinder Div. (c, g, s, m, sp)
Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc. (b)
Creative Seating
DUX Interiors, Inc.
Davis Cabinet (h)
John Deason Intl., Inc., Captive Sea (wb, h)
Designer Imports International, Inc. (h)
Domus Italia Inc. (c, h)
Ebco Contract Furniture (fr, h)
Faull & Son (c)
Finmark (g, h)
Firesafe Products Corp. (s, m)
Flex-O-Lators, Inc. (sp)
General Foam Corp. (m)
General Mica Corp. (h)
The Ginsberg Collection (h)
Hafele America Co. (c, f, w)
Harris-Hub Co., Inc. (c, f, g, fr, sp)
Harvard Interiors Mfg. Co. (fr, h)
Harvard Mfg. Co. (g, fr)
Herculite Products, Inc. (s, m)
InterRoyal Corp. (e, s)
Jasper Wood Products, Inc. (h)
R. Jones & Associates, Inc. (h)
Juhasz Inc. (h)
Kay Springs Inc. (sp)
Carl Kisabeth Furniture (h)
Othmar Klem Cabinet Co., Inc. (h)
LaSalle-Dietch Co., Inc., Contract Furnishings Div. (h)
Lattoflex, Div. of Slatopedic/Dyn Corp. (c, f, g, fr, m, sp)
Le Pavillon Francais (h)
Leggett & Platt, Inc. (c, e, f, fr, h, sp)
Leggett & Platt Inc., Masterack (f, g, fr, sp)
Marc-Us Industries, Inc. (c)
NM Industries (s, fr)
Nemschoff Chairs (c, e, s, fr, h, m)
No Sag Products, Div. Lear Siegler (f, g, m, sp)
Old Hickory Furniture Co. Inc. (h)
The Pace Collection Inc., National Headquarters (e, g)
S. Parker Hardware (b)
Period, Inc. (h)
R-Way (g, fr, h, m, sp)
RoseJohnson, The Timber-Line Collection (fr, h)
SICO Inc. (f, w)
Schubert Industries (g, s, fr, h, m, sp)
Sci-O-Tech, Contract Div. (e, s)
Sealy Connecticut Inc., Contract Div. (fr, m)
Selby Furniture Hardware Co. Inc. (c, e, f, w)
Serta of New York, Div. of Sleepmaster Products Co., Inc. (b, e, f, g, fr, h, m, sp)

Smith & Watson (h)
Shirley Tattersfield Ltd. (g)
Tech Designs, Inc. (fr, h)
Thomasville Furniture Industries, Thomasville Contract (h)
Thonet (c, g, fr, h, m)
Tri-Mark/Tulip (h)
John Widdicomb Co. (g,)

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Bangor Cork Co., Inc.
Bretford
Brite-Write Sign Co.
Business Accessories Inc.
CAS The Sign Systems Company
Cadillac Engravers
Cano Corp.
Cig-Jan Products Inc.
Claridge Products & Eqpt. Inc.
Continental Imports, Inc.
Da-Lite Screen Co., Inc.
Davson Division, Eldon Industries Inc.
Diversa Mfg. Co., Simon Sign Co.
Egan Visual Inc.
Eldon Office Products, Div. Eldon Industries, Inc.
Executive Suite Furniture, Inc.
Expanko Cork Co., Inc.
Fabrique Wallhangings
Finmark
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc.
Forbo North America, Inc.
Glaro Inc.
Hardwood Visuals
Homasote Co.
Karman Ltd.
Lake Country Brass
Leteron
Lettering Specialists Inc.
MPC, Inc., Noise Control Products Div.
Magna Visual, Inc.
Marsh Chalkboard Co.
Multiplex Display Fixture
Neal Slate Co.
Nelson-Adams Co., Acoustical Screen Div.
Nevers Inds., Inc.
Northern Educational Prods., Inc.
Omni International Incorporated
Open Office Products, Inc.
Oravisual Co., Inc., A Heritage Communications Co.
PCI/Tandem, Div. of Panel Concepts Inc.
Peter Pepper Products Inc.
Philadelphia Enameling Works, A Div. of Mid Atlantic Graphics, Inc.
Polychromic Designs
Scott Plastics Co.
Sempatap Inc.
Showcase Systems, Inc.
Silent Sound Systems Inc.
Stanco Inc., Bulletin & Directory Board Div., Signage Systems Div.
Supersine Co.
TSAO Designs, Inc.
Vran Associates
Vycor Corp.
Weber Costello
Working Walls, Inc.
Xebron Corp.

CARPET COMPONENTS

a—antimicrobial
b—backing
s—static-electricity controls
u—underlays, cushions

Aladdin Mills, Inc., Broadloom Carpet Div. (a, s)
Allied Corp.,, Allied Fibers
Amertex Carpet (b)
Amoco Fabrics and Fibers (b)
BASF Fibers (s)
E. R. Carpenter Co., Omalon Div. (u)
Carson Pirie Scott & Co. (u)
Dixie Mfg. Co. (u)
Dow Chemical U.S.A., Marketing Communications (b)
Dow Chemical USA, Urethane Floor Covering Business (b)
E. I. DuPont de Nemours & Co., Textile Fibers Dept. (b)
Ben Elfman & Son, Inc. (u)
Exxon Chemicals (b)
Foamex Products Inc. (u)
General Felt Industries (u)
General Felt Industries West Coast Div. (u)
General Foam Corp. (u)
Globe Industries (b)
Grifftex Commercial Carpet, Div. West Point Pepperell (b, s)
Kendall U.S.A. (s)
Laminating Services, Inc. (u)
Hugh Nelson, Inc. (s)
Phillips Fibers Corp., Sub. Phillips Petroleum Co. (b)
Recticel Foam Corp. (a, u)
Reliance Upholstery Supply Co., Inc. (u)
Sempatap Inc. (u)
Sponge Cushion Inc. (u)
Synthetic Industries (b)
Tenex Corp. (b, s)
Textile Rubber & Chemical Co., Inc., Kangaback Div. (b)
V.I.P. Sales Inc. (u)
Jim Wylie & Company, Merit Carpet Corp. (u)

CARPETS & RUGS

a—artificial turf
c—carpeting
ct—carpet tiles
r—rugs, area
u—utility (indoor/outdoor)

ACL AX (c, r)
Aladdin Mills, Inc., Broadloom Carpet Div. (c, r)
Amertex Carpet (c, ct, r)
Armstrong World Industries, Inc. (c)
Arras (r)
Ashley Contract Carpets (c)
BASF Fibers (c, ct)
BMK Ltd., Western United States (c)
Balta (c, r)

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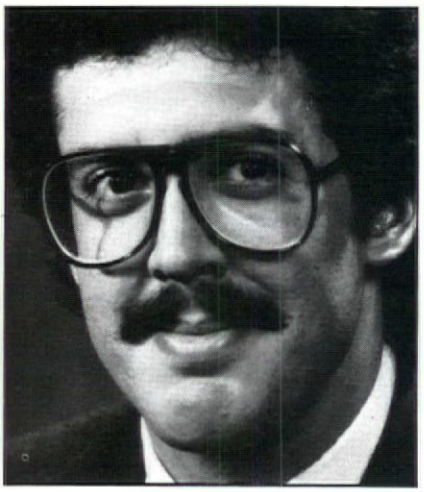
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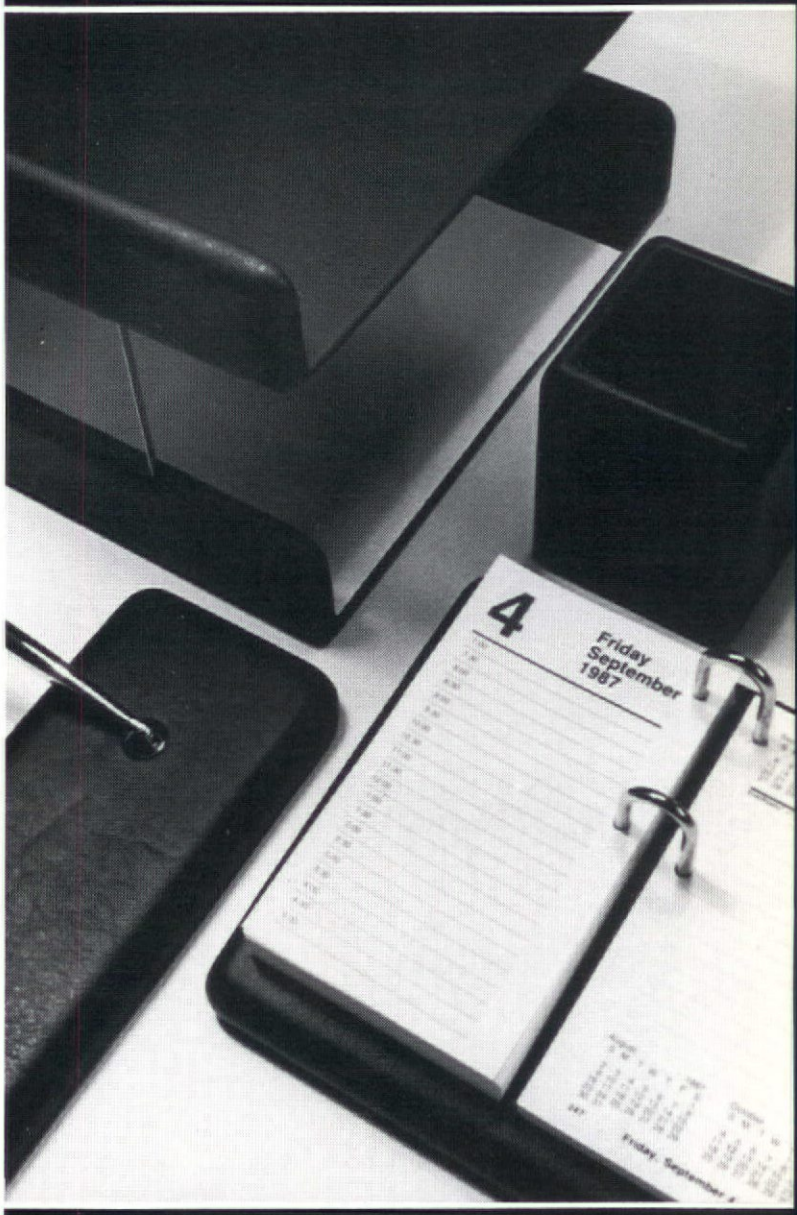
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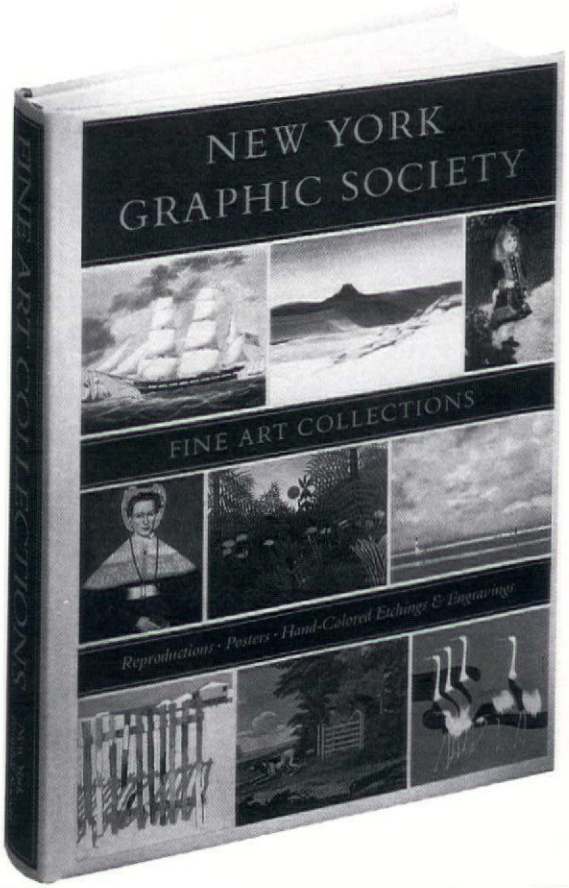
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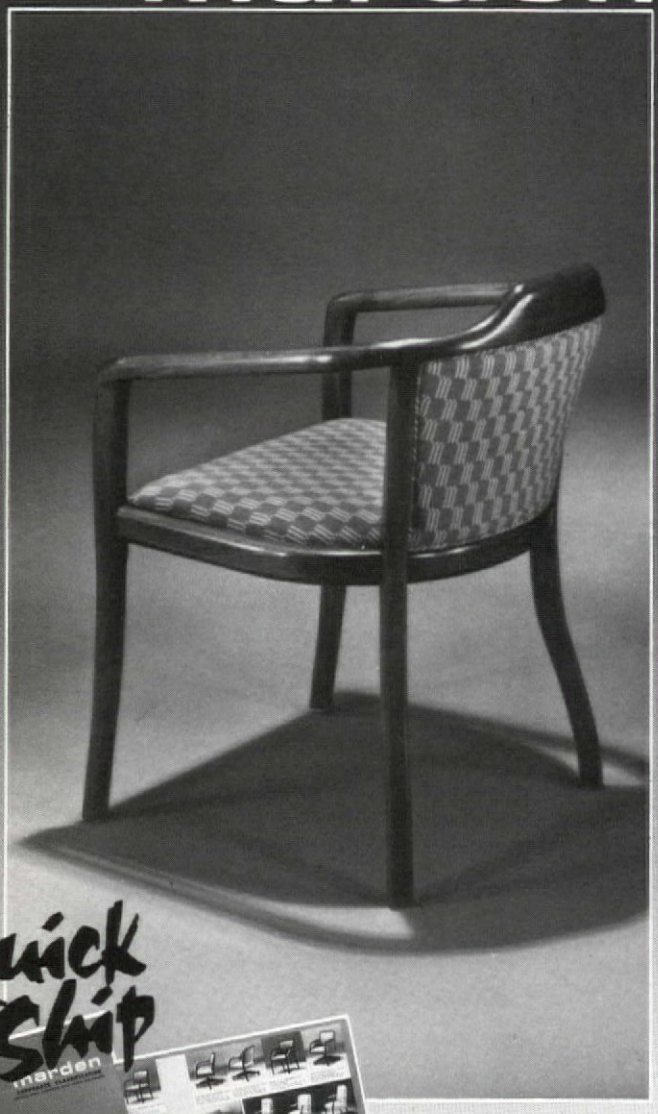
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Telescope Casual Furniture, Inc. (b, d, f, l, st)
Terra Furniture Inc. (b, be, d, l, o, r, s)
Thayer Coggin Institutional, Inc. (be, d, g, l, ms, o, r, re, sb, s)
Thomasville Furniture Industries, Thomasville Contract (d, h, l, o, r, sb, s)
Thonet (a, b, be, c, d, g, h, i, l, m, ms, o, r, re, sb, s, st)
Tradewinds Outdoor Furniture Corp. (b)

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Trendler Metal Products Inc. (b, c, d, o, r)
Tri-Mark/Tulip (b, be, d, l)
Triple R, Div. of Tee & R Industries, Inc. (l, s)
Tropitone Furniture Co., Inc. (b, d, l, re, st)
Tuohy Furniture Corp. (b, be, d, g, l, ms, o, r, s, st)

Tuohy

Typhoon International Corp. (b, d, l, s)
USABBCO Corp. (ms, o, r)
United Chair Co. (i, l, ms, o, r, re, s, st)

united chair
Leeds, Alabama 35094 205/699-5181

United Technical Products Inc. (o)
Valli Furniture Mfg. Corp. (a, b, be, d, l, m, ms, o, r, s)
Vecta Contract (be, c, d, g, h, l, ms, o, r, s, st)

Vecta®

Vertex Furniture Inc. (ms, o, r, s)
Victory Upholstered Seating Co. (be, bo, d, l, ms, o, r, s)
Viking Acoustical Corp. (o)
Virco Mfg. Corp. (a, b, c, d, f, g, h, l, m, ms, o, r, st)

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Vitro Products Inc. (b, bo, d, st)
Voko US Inc. (l, o, r)
William J. B. Waite Co., Div. of Tropicane Industries, Inc. (b, d, f, s)
Walker & Zanger, Inc. (d, f, g, o, r, st)
Walsh & Simmons Seating (b, bo, d)
Waymar Inds., Inc. (be, bo, d, i, m)
West Coast Industries (b, bo, d, o)
Westin-Nielsen Corp., (be, d, g, l, m, ms, o, r, s, st)

Westin-Nielsen
800-626-1234

Westinghouse Furniture Systems (o, st)
Westnofa USA, Inc. (a, bo, c, d, g, h, l, ms, r, re, st)
Whitecraft Rattan Inc. (b, be, d, sb, s)
Whitehall Furniture, Inc. (g, l, ms, o, r, st)
John Widdicomb Co. (d, l, s)
Lee L. Woodard, Inc. (d, l, r, s, st)
Woodlee Furniture Corp. (be, l, ms, r, s)
The Worden Co. (o, r, s)
Work Space International, Inc. (o, r)
Wright Line Inc., A Unit of Barry Wright Corp. (o)
Wyandot Seating (b, d, h, i, l, o, r)
Wycombe Meyer Co., Inc. (b, be, bo, d, l, ms, o, r, re, sb, s)

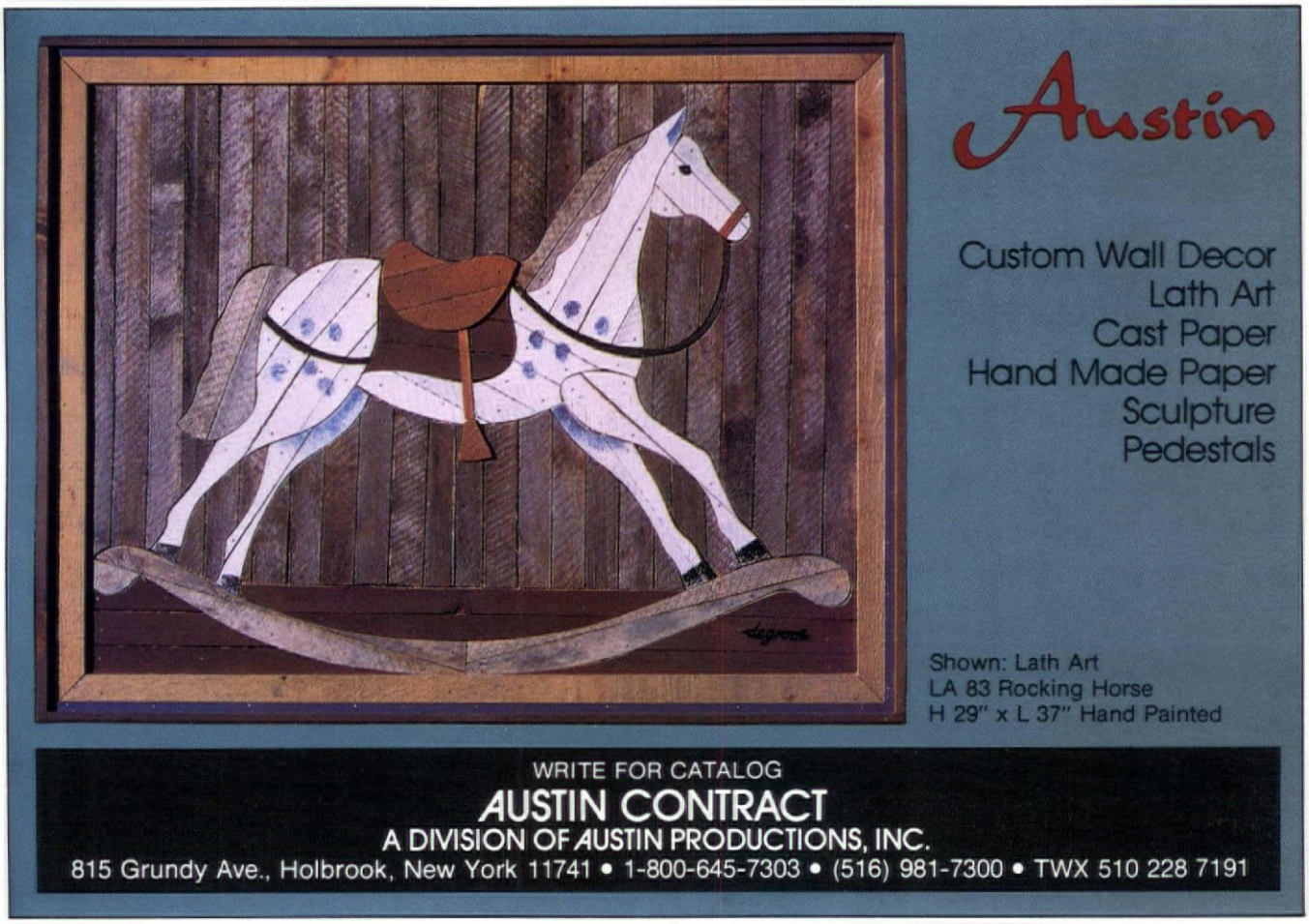
WYCOMBE. MEYER. CO.
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Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems (b, d)
Zographos Designs Ltd. (a, b, be, d, ms, o, r,)

COAT RACKS & WARDROBES

a—automated
f—free-standing
w—wall-mounted

Aarkash Chair Co. of Canada Ltd. (f, w)
Adden Furniture, Inc. (f)
Advance Fixture Mart (f)
Albrass Enterprises, Albrass Architectural Designs (f, w)
Arbor Products (f)
Artopex Inc. (f, w)
Barrier Free Architectural Products (f)
Bevco Precision Mfg. Co. (f, w)
Clairson International (w)
Cole Business Furniture, Div. Joyce Intl., Inc. (f)
Conexus, An Atcor Co. (f, w)
Corry & Hiebert (f)
Custom Executive Office (f)
Decar Corp. (f)
Design Selections Intl. (f)
Dor-Val Mfg. Ltd. (f, w)
Ebco Contract Furniture (f)
Emco, Inc. (f, w)
Equipto (f)
Finealum Corp. (w)
Glaro Inc. (f, w)
Global Upholstery Co., Ltd. (f)
Hausmann Industries, Inc. (f, w)
Indiana Desk Co. (f)
Inner Concepts Inc. (f)
Innovative Products for Interiors, Inc., Contract Div. (f)
InterRoyal Corp. (f)
The Ironmonger, Inc. (f, w)
L&B Contract Industries (f, w)
L&B Mfg. Corp. (f, w)



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LBF Office Systems Collection, Div. Joyce Intl. (f)
Lake Country Brass (f, w)
Lawrence Metal Products, Inc. (f, w)
Loewenstein/Oggo (f)
Harry Lunstead Designs, Inc. (f)
Magnuson Group (f, w)
Cy Mann Designs Ltd. (f)
Marnay Sales & Mfg. Co., Inc. (f)
Marsh Chalkboard Co. (f)
Meridian (f)
NM Industries (f)
Nucraft Furniture Co., Grand Rapids Facility (f)
Old Hickory Furniture Co. Inc. (f)
PCI/Tandem, Div. of Panel Concepts Inc. (f)
The Pace Collection Inc., National Headquarters (f)
Packard Industries Inc. (w)
Peter Pepper Products Inc. (f, w)
Pfanstiel Hardware Co. Inc. (w)
Procaccino II, Inc. (f)
Samsonite Furniture Co., Commercial Products Div. (f, w)
Smokador, Div. General Felt, Inc. (f, w)
Stendig Intl. Inc. (f)
TSAO Designs, Inc. (w)
Tella Systems, Inc. (f)
Thonet (f)
Vran Associates
Westinghouse Furniture Systems (w)
White Machine Co. (a)

COMPUTER SPACE DESIGN & MANAGEMENT

h—hardware
s—software

Arrigoni Technology Inc. (h, s)
Color Optics Display (s)
Commercial Interior Specialists Inc. (s)
Compatible Computer Furniture, Div. Atlantic Cabinet Corp. (h)
Computervision Corp. (h, s)
DFI/Systems
Data One, Inc. (s)
Hari Intl. (h)
Haworth Inc. (s)
Interactive Graphics Services Company, Inc. (h, s)
Intergraph Corp. (h, s)
Mega Cadd, Inc. (s)
Micro-Vector, Inc. (h, s)
Herman Miller Inc. (h, s)
Nevada Western (h)
Sigma Design Inc. (h, s)
Steelcase, Inc. (s)
Vycor Corp.
Westinghouse Furniture Systems (s)

CROWD CONTROL SYSTEMS

Albrass Enterprises, Albrass Architectural Designs
Allied Trend System Inc.
Atlantic Stairworks, Inc.
Brass Smith
Construction Specialties, Inc.
Contractors Rail Systems Co., Div. of The Unusual Emporium, Inc.
Crown Industries
Cumberland Woodcraft Co. Inc.
Deco/Gard Products
Gallery Brassworks, Div. of Gallery of Architectural Detail Inc.
Gargoyles, Ltd.
Glaro Inc.
Globe-Amerada Glass Co.
The Ironmonger, Inc.
Lake Country Brass
Lavi Industries
Lawrence Metal Products, Inc.
Matel Mfg. Co., Inc.
Normbau, Inc.
S. Parker Hardware
Pawling Corp., Standard Products Div.
Pfanstiel Hardware Co. Inc.
Ship'N Out
Sonus, Inc.
Technal Aluminum Systems, Porce-Len, Inc.
Tepromark International, Inc.
Tivoli Industries, Inc.
Tubular Specialties Mfg. Inc.
Vista Mfg.
West Coast Industries
Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems

DEALERS, CONTRACT FURNISHERS, MANUFACTURER'S REPS

BNI/Biltrite Nightingale Inc.
Bestype Office Environments, Inc.
A. Blank Inc.
Cano Corp.
Concepts Furnishings Inc.
Daniel C. Duross, Ltd., Designs for Designers
Dynamic Custom Equipment, Ltd.
Fuller Contract Accessories Corp.
Furniture Consultants Inc.
Ginns Business Furniture & Interiors
Jofco
Lubke Mobelwerke
Ted Morris & Associates
Pro-File Systems, Inc.
R & G Affiliates
Silent Sound Systems Inc.
Southeast Contract, Div. of S.E. Wholesale Furn. Co.
Della Starr Associates, Inc.
Thomasville Furniture Industries, Thomasville Contract

DESKS

c—credenzas
ec—electronic component
e—executive
g—general office
r—reception
s—stand-up
ws—workstations

ARTMET Products Inc. (g, r, ws)
AWI, Inc. (e, ws)
Abstracta Structures, Inc. (ws)
Acme Visible Records (ws)
Acousti-Forms Inc. (ws)
Acoustical Partitions Corp. (r, ws)
Adden Furniture, Inc. (e, g)
Advance Office Concepts (ec, g)
Agati Designs (e, r)
Alex Stuart Design (e, g, r)
Jack Alexander Ltd. (ec, e, g, r, ws)
All-Systems (ec, e, g, r, ws)
Allsteel Inc. (ec, e, g, ws)
Alma Desk Co. (ec, e, g, r, ws)

ALMA

American Seating Co. (ec, e, g, r, ws)
Amstore Systems Inc. (ws)
Anderson Desk Inc. (ec, e, g, r, ws)
Anderson Hickey (ec, e, g, r, ws)
Anevka, Inc. (e, g, r)
Anthro Corp. (ws)
Apollo Woodworking & Metal Corp. (e)
Architectural Supplements Inc., Sub. of Habitat International (ec, e, g, r, ws)
Arenson Office Furnishings Inc. (e, g)
The Arnold Group (e, g, r)
Artec, Div. of Kimball Intl. (ec, e, g, r, ws)
Artifax Display Industries, Inc. (e, r)
Artopex Inc. (ec, e, g, r, ws)
Aspects, Inc. (e, g, r, ws)
Atelier International, Ltd., (e, g, r, ws)
Axiom Designs (e, g)
B & B America (e)
BIF, Inc.
BNI/Biltrite Nightingale Inc. (e, g, r, ws)
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom (ec, e, g, r, ws)
Beelner & Thomas (e, g)
Benedetti Corp. (ec, e, g, r, ws)

BENEDETTI

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Bernhardt/Contract (e)
Bethlehem Furniture Co. (e, g, r, ws)
Bevis Custom Tables, Inc. (ws)
Biltrite Nightingale, Inc (e, g, r, ws)
Boling Co. (e, g, ws)
Borroughs Div., Lear Siegler Inc. (ws)
The Brayton Intl. Collection (ec, e, g, r, ws)
Bretford (g, ws)
Brickel Associates Inc. (e, g, r, ws)
Brueton Industries (e)

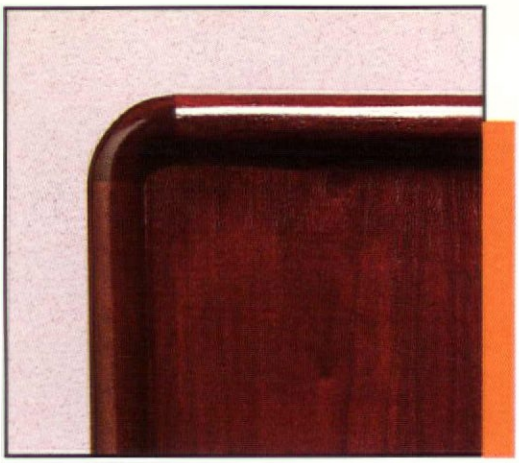
BRUETON

Buckstaff Co. (e, g)
CEKA International, Sub. of CEKA Germany (e, g, ws)
CHF Inds. (g, ws)
C.I. Designs (ec, e, g, r, ws)
Cardinal Corporation of Stanley, Wisc. (ec, r, ws)
Caseworks Furniture Mfg. (r)
Center Core Inc., Safegaurd Scientific (ec, e, g, r, ws)
Guy Chaddock & Co. (e)
Chairtex Mfg. Ltd. (e, g, r, ws)
Charlotte Co. (e)
Chromcraft/Monarch Furn. Corp., Contract Furniture Div. (e, g, r)
Cleator Furniture (e, g, r)
Cole Business Furniture, Div. Joyce Intl., Inc. (ec, e, g, r, ws)
Commonwealth Contract Furnishings, Subs. of Bassett (ec, e, g, r, ws)
Compatible Computer Furniture, Div. Atlantic Cabinet Corp. (ec, ws)
Compuage Furniture Corp. (ws)
Computer Furniture & Accessories, Inc. (ec, ws)
Condi (e, g, r, ws)

condi

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Contemporary American Furniture Co. (e)
Continental Imports, Inc. (e, g, r, ws)
Contract Seating & Assoc., Costanso Corp. (e, g, r, ws)
Contract Seating Intl.
Corry & Hiebert (e, g, r, ws)
Corry Contract (e, g, ws)
Craftsman Office Furniture Co. (ec, e, g, r, ws)
Craig-Martin Intl. (e, g)
Cramer Inc. (e, g, r, ws)
Crayton Furniture Corp. (e, g, ws)
Creative Dimensions Co. (e, g, r, ws)
Crown Decorative Products (e, g, r, ws)
Croydon Furniture Systems, Inc. (ec, e, g, r, ws)
Cumberland Furniture Corp., Div. of I.M. Rosen & Co., Inc. (e, g, r)
Custom Executive Office (ec, e, g, r, ws)
D&E Wood Industries
DBS Inc. (ec, e, g, r, ws)
DMI Furniture Inc. (e, g, r)
DMO, Inc. (e, g, r, ws)
DUX Interiors, Inc. (e, g, r)
Dacobas, Inc., Sub. of the Zero Corp. (ec, ws)
Dansanna Intl. (e, g, r, ws)
Danwood (e, g, r, ws)
Dar Ran Industries
Data-Mate, The Maine Mfg. Co. (ec, ws)
Datum Filing Systems, Inc. (ec, ws)
Datus Industries, Inc. (ec, g, r, ws)
Davis Furniture Industries, Inc. (e, g, r, ws)
Decar Corp. (ec, ws)
Decar Corp. (ec, ws)
Decorative Firsts (e, g)
Dennison Monarch Systems, Inc. (ws)
Desience (ec)
Design Group Inc. (e, g, r, ws)
Design Selections Intl. (e, g, r)
Designer Imports International, Inc. (e, r)
Domore Corporation (e, g, r, ws)
Domus Italia Inc. (ec, e, g, r, ws)
Dunbar Furniture (e, g, r, ws)
Dynamic Custom Equipment, Ltd. (ws)
Dynel International (ec, e, g, r, ws)
Dyrlund (e, r)
Eagle Computer Furniture Systems (ec, ws)
Ebco Contract Furniture (ws)
Eldon Office Products, Div. Eldon Industries, Inc. (ws)
Electri-Cable Assemblies, Inc. (ec)



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Eliane Pepper, Ltd. (e)
Equipto (ws)
Estel Inc. (e, g, r, ws)

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Eurobelt, Inc. (e, r)
Executive Furniture (e, g, r, ws)

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Executive Suite Furniture, Inc. (e, g, r, ws)
Fantoni USA Inc. (e, g, r, ws)
Filing Equipment Corp. (ec, g, r, ws)
Ficks Reed (r)
Finmark (ec, e, g, r, ws)
Flex-Y-Plan Industries, Inc. (ec, g, ws)
Flexible Furniture Div., Kewaunee Scientific Equipment Corp. (ws)
Fortress Inc. (e)
Functional Office Furniture, Labofa (e, g, r, ws)
GF Furniture Systems (ec, e, g, r, ws)
G/O Furniture, Inc. (ec, e, g, r, ws)
Naomi Gale/Custom Wall Systems (e, r)
Garrett Industries (ws)
Gates Acoustinet (ws)
Gayeski Furniture Coordinates, Inc. (e, g, r)
General Mica Corp. (e, g, r, ws)
Ghariany Executive (ec, e, r)
Gianni Inc. (ec, e, g, r, ws)
Grahl International, Inc. (e, g)

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Harmon Div., Coast Craft (e, g, r)
Harter Corp. (e, ws)
Haskell of Pittsburgh, Inc. (ec, e, g, r, ws)
Haworth Inc. (ec, e, g, r, ws)
Helikon Furniture Co. Inc., (e, g, r, ws)
Helko Systems Furniture, Subs. of Jac Jacobsen Ent. (ec, e, ws)
Hesco Industries Inc. (e, g, r, ws)
High Point Furniture Ind. (e, g, r, ws)

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Howe Furniture Corp. (ws)
Human Factor Technologies (ec, g, ws)
Hund Furniture (g, r, ws)
Hunt Country Furniture, Inc. (e)
ICF, Inc. (e, r)
IEM Marketing, Inc. (ec, e, g, ws)
iil international (e, g, r, ws)
Indiana Desk Co. (e, g, r, ws)
Inner Concepts Inc. (e, r, ws)
Innovative Products for Interiors, Inc., Contract Div. (e)
Interact, Acoustical Screens Corp. (ec, e, g, r, ws)
Interior Crafts, Inc. (e, ws)
Interior Woods Inc. (ec, e, g, r, ws)
Interna Designs Ltd. (e, r)
Intrex, Inc. (e, g)
Invincible Metal Furniture (e, g, ws)
Inwood Office Furniture (e, g, r, ws)

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Leif Jacobsen Ltd. (e, r)
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Keller Williams Mfg. Co. (e, r)
Kimball Office Furniture Co., Div. Kimball Intl. (ec, e, g, r, ws)
Kinetics (e, g, r)
Kittinger Co., General Mills, Inc. (e)
Knoll Intl. (ec, e, g, r, ws)
Krefab Corp. (e, r, ws)
Kron u.s.a. (e)
Krug Furniture Inc. (e, g, r)
Kwik File, Inc. (ws)
LBF Office Systems Collection, Div. Joyce Intl. (ec, e, g, r, ws)
LUI-Laminates Unlimited, Inc. (ec, e, g, r, ws)
La-Z-Boy Contract (e, g, r)
Lamica Corp. (ec, e, g, r, ws)
Jack Lenor Larsen (e)
Le Pavillon Francais (e)
Lehigh-Leopold, Div. Joyce Intl. (e, g, r, ws)

The Lehigh EXPRESS

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Lista Intl. (ec, e, g, r, ws)
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Magna Design Inc. (ec, e, g, r, ws)
Magnuson Group (ec, ws)
Mandell Furniture Co. Inc. (e, g, r, ws)
Cy Mann Designs Ltd. (e, r)

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DESK

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Martin Design Intl. (ws)
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Masonite Corp., MC Div. (g, r, ws)
Meridian (ec, e, g, r, ws)
Metalstand Co. (ec, e, g, r, ws)
Metropolitan Furniture Corp. (e, g, r)
Mill Craft Furniture (e, g)
Miller Desk (g)
Herman Miller Inc. (e, g, ws)
Modar, Inc. (ec, ws)
Modern Mode, Inc. (ec, e, g, r, ws)
Modern Plastics Corp. (g, r, ws)
Modular Design Inc.
Monitor Inc., A DLW Co. (g, r, ws)
Monteverdi-Young (e, g)
Moser Contract Furniture
Mount Airy Furniture (ec, e, r)

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Nello Systems Co., Inc. (r, ws)
Nestler (ws)
Niedermaier Design (e, r)
Nienkamper (e)
Nixdorf Computer Corp. (ec)
Norsons Industries, Inc. (ws)
Novikoff Inc. (ec, e, g, r, ws)
Nucraft Furniture Co., Grand Rapids Facility (e, g, ws)
OFS - Office Furniture Systems, A Div. of Styline Industries (e, g, r, ws)
Office Specialty (ec, e, g, r, ws)
Omni International Incorporated (e, g, r, ws)
Optimum Ergonomics, Ltd. (ec, e, g, r, ws)
Ordo S.A. (e, g, r, ws)
PCI/Tandem, Div. of Panel Concepts Inc. (e, g, r, ws)
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Paoli, Inc. (e, g, r, ws)

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Pilot Woodworking Co., Inc. (e, g, r, ws)
Pleion Corp. (ec, e, g, r, ws)
Precision Mfg. Inc. (ec, e, g, r, ws)
Harvey Probber Inc. (e, g, ws)
Procaccino II, Inc. (e, g, r)
Puccio Collection (e, g)
R-Way (e, g, r, ws)
Reff Inc. (ec, e, g, r, ws)

reff

Ron Rezek Lighting & Furniture (g)
Rockaway Inc. (ws)
Edward Axel Roffman Associates, Inc. (e, g, r, ws)
Romweber Co. (e, r)
RoseJohnson (e, r, ws)
Round Office Inc.
Royal Seating Corp. (e, g, ws)
Rudd International (e, g, r)
Safco Products (ws)
Samsonite Furniture Co., Commercial Products Div. (r, ws)
Saturn Office Furniture Div., Hespeler Craft Inds. (e, g, r)
Walter P. Sauer & Sons, Inc. (e)
Scandiline Industries Inc. (ec, e, g, r, ws)
Shaw-Walker Co. (ec, e, g, r, ws)
Shelby Williams Industries, Inc., (g)
Shure Mfg. Corp. (g, ws)
Signature Office Furniture Inc. (ec, e, g, r)
I. Silverman & Son Inc. (e, r)
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Spancraft, Ltd. (r)
Spec'built (ec, e, g, r, ws)
Steelcase, Inc. (e, g, r, ws)
Stendig Intl. Inc. (e)
Storage Systems, Inc. (e, g, r, ws)
Storwal International Inc. (ec, g, r, ws)
Stow & Davis, A Steelcase Co. (ec, e, g, r, ws)
Structural Concepts Corp. (ws)
John Stuart Intl. (e)
Stylex, Inc. (e, g, r)
Sunar Hauserman Inc. (ec, e, g, r, ws)
Superior Furniture Systems Mfg. Inc. (ec, g, ws)
Syma Systems, Inc. (e, r, ws)
System Seating Inc. (ec, e, g, r, ws)
Systems Furniture Co. (g, ws)
Systems Mfg. Corp. (ec, e, g, r, ws)
Tab Products Co. (ec, e, g, ws)
Tavola International (e)
Techniques in Wood (e, g, r, ws)
Tella Systems, Inc. (e, g, r, ws)
Terra Furniture Inc. (e, g, r)
Texwood Furniture Corp. (ec, ws)
Thrashers (e, g, r, ws)

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Trawood Mfg. Co. Inc. (ec, ws)
Trendway Corp. (e, g, r, ws)
TriCraft Corp. (ec, e, g, r, ws)
Tuohy Furniture Corp. (e, g, r)

Tuohy

Universal Building Systems, Inc. (e, g, r, ws)
Valli Furniture Mfg. Corp. (e, g, ws)
Vecta Contract (ec, e, g, r, ws)
Versteel (ws)
Viking Acoustical Corp. (g, r, ws)
Virco Mfg. Corp. (e, g, r, ws)
Voko US Inc. (ec, e, g, r, ws)
Walker Watkins, Inc. (r)
Watson Furniture Systems (ec, e, g, r, ws)
John Widdicomb Co. (e)
Wilson Jones (ec, ws)
Wood Design (e, g, r, ws)
Work Space International, Inc. (e, g, r, ws)
Wright Line Inc., A Unit of Barry Wright Corp. (g, ws)
Wycombe Meyer Co., Inc. (e)
Xception Design Ltd. (ec, e, g, r, ws)
Zographos Designs Ltd. (e,)

DOORS

Alanod USA, Inc.
Artistry In Veneers, Inc., Subs. Eagle Plywood & Door Mfg., Inc.
Bolae/Specified Designs, Inc.
Contemporary Products Inc.
Eggers Industries
Elkhart Door, Inc.
Gargoyles, Ltd.
The Ironmonger, Inc.
Normbau, Inc.
V.T. Industries
Weyerhaeuser

DRAPERIES & BEDSPREADS

c—custom-made
r—ready-made
h—hardware
m—motorized tracks

Acondoco Contract Enterprises (c)
Ametex Contract Fabrics (c, r)
Amsterdam Fabricators Corp. (c, r)
Arc-Com Fabrics (c)
Artmark Fabrics Co., Inc. (c)
Baker Drapery Corp. (c, h)
Bates Fabrics Inc. (r)
Mort L. Bloom Design (c)
Bloomcraft Inc., Bloomcraft Contract Div. (c, r)
Bramson House, Inc., Bramson World Contract Inc. (c)
Burlington House, Div. Burlington Industries (c, r)
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc. (c)
Coral of Chicago (h)
Dakotah
David & Dash (c)
Draw-Matic Corp. (h, m)
Eclipse Solar Systems, Inc. (h, m)
Firesafe Products Corp. (c, r, h)
Frankel Associates, Inc. (c)
Gallery Brassworks, Div. of Gallery of Architectural Detail Inc. (h)
Gardisette U.S.A., Inc. (c)
General Drapery Services Inc. (c, h)
Graber Industries, Inc. (h)
Inside Outfitters (c, h, m)
LaSalle-Dietch Co., Inc., Contract Furnishings Div. (c, r)
Lavi Industries (h)
Lazarus Contract (c, h)
Maharam Fabric Corp. (c)
Naco Fabrics (c)
Plastiglide Mfg. Corp. (h)
SM Products (USA), Inc. (h, m)
Scalamandre Inc. (h)
F. Schumacher & Co., Schumacher Fabrics/Waverly Fabrics (c, r, h)
Sellers & Josephson, A Subsidiary of Shelby Williams Inds., Inc. (c)
Skandia Draperies, Skagfield Corp. (c, r, h)
Standard Textile Inc. (c, h)
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f—finishes, finishing
l—linings
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h—hardware

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Barclay Fabrics, A Division of United Fabrics Inc. (b, f)
Brunschwig & Fils Inc. (t)
Burlington House, Div. Burlington Industries (l)
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc. (b)
Coral of Chicago (b, l, h)
David & Dash (b, f, l)
Deering Milliken, Inc., Milium Div. (f, l)
Dow Corning Corp. (f)
E. I. DuPont de Nemours & Co., Marketing Communications Dept. (l)
Duracote (f)
Firesafe Products Corp. (b, f, l)
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. (f)
Frankel Associates, Inc. (b, f, l)
Globe Industries (b, l)
S. M. Hexter Co. (b, f, l)
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Maharam Fabric Corp. (b, f, l)
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Pro-Tection (f)
Resistflame (b, f)
Rockland Mills (f, l)
Scalamandre Inc. (l, t, h)
Schneider-Banks (f)
F. Schumacher & Co., Schumacher Fabrics/Waverly Fabrics (l, t)
Skandia Draperies, Skagfield Corp. (l, t)
Standard Textile Inc. (b, f, l, t)
Style Technologies (l)
TSG Inc., Synfin Div. (b, f)
Unitex Industries Inc. (b, f, l)
Velcro USA, Inc. (h)
Westgate Fabrics Inc. (b, f, l,)

FABRICS

b—bedspread
c—curtain
d—drapery
f—fire retardant
l—laminated
le—leather
m—metal & chain mail
o—open plan divider fabric
u—upholstery
v—vinyl, plastic

Acoustone Corp., Newcastle Fabrics Div. (f, o)
Adam James Textiles, Inc. (f, u)
Alanod USA, Inc. (m)
American Leather Mfg. Co. (le)
Ametex Contract Fabrics (b, c, d, f, l, le, o, u, v)
Arc-Com Fabrics (b, d, l, u)
Architex International (d, le, o, u)
Art People, Inc. (d, f, u)
Artec, Div. of Kimball Intl. (le, o, u)
Artmark Fabrics Co., Inc. (b, c, d, l, u)
Athol Mfg. Corp. (u, v)
Atlanta Architectural Textiles, Div. Curran Assoc. (d, f, le, o, u, v)
August Inc. (u)
B & B America (le, u)
BNI/Biltrite Nightingale Inc. (o, u, v)
Baker Drapery Corp. (d, f)
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom (le, u)
Barclay Fabrics, A Division of United Fabrics Inc. (l, le, u, v)
Bates Fabrics Inc. (b, c, d, f, u)
Bentley Mills, Inc. (u)
Bergamo Fabrics, Inc. (b, c, d, u)
Berne Furniture (f, le, u, v)
J.P. Blomquist Co. (f, le, u)
Mort L. Bloom Design (b, c, d, l, u)
Bloomcraft Inc., Bloomcraft Contract Div. (b, c, d, f, l, u)
Borg Textile Corp. (f, o, u)
The Brayton Intl. Collection (f, le, o, u, v)
Brayton Textile Collection (f, le, u, v)
Brickel Associates Inc. (c, d, f, le, o, u)

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Burlington House, Div. Burlington Industries (b, d, l, u)
C.I. Designs (le, u)
Cambridge Wire Cloth Co. (m)
Carnegie Fabrics Inc. (d, f, l, u)

Carnegie

Jack Cartwright Inc. (f, le, u)
Central Shippee, Inc. (f)
Chairmasters, Inc. (u, v)
Charlotte Co. (u)
Chatham Manufacturing Co. (f, o, u)
China Seas (b, c, d, u)
Chrysler Corp. - Sandusky Vinyl Products (l, v)
Clark Contract Co. (b, d)
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc. (b, c, d, f, l, u, v)
Columbus Coated Fabrics, Div. Borden Chemical (l, v)
Comforto, Inc. (f, le, u)
Commercial Mates (o)
Conde House (le, u)
Condi (f, le, u)
Conrad Imports Inc. (u)
Contemporary Hides (le)
Continental Creative Sales, Inc. (f, u, v)
Coral of Chicago (b, c, d, f, l, o, u)
Counterpoint Fabrics, Inc. (b, c, d, l, le, u, v)
Craftex/Suede 21
Crown Wallcovering Corp. (d, l)
Cumberland Furniture Corp., Div. of I.M. Rosen & Co., Inc. (u)
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David-Edward Ltd. (u)
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Dazian Inc. (b, c, d, f, l, o, u, v)
Deering Milliken, Inc., Milium Div. (d)
Design Tex Fabrics Inc., (b, c, d, f, l, u, v)
Designs By Bock Inc. (u)
Diversitech General, Inc., Coated Fabrics Div. (u, v)
Donghia Furniture (d, le, u)
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Teddy & Arthur Edelman, Ltd. (le)
Elgem, Inc. (o)
Fabra-Wall Ltd. (d, f, l)
Firesafe Products Corp. (b, c, d, f, o, u)
Forster Textile Mills Inc. (b, d, f, u)
Forstmann & Co., Inc. (f, o, u)
Frankel Associates, Inc. (b, c, d, f, l, m, o, u, v)

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General Foam Corp. (v)
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Gilford, Inc. (le, o, u, v)
The Ginsberg Collection
Go-Met-Tile Associates, Inc. (d, u)
Greeff Fabrics Inc. (b, c, d, f, u)
Gregson Furniture Industries (le, u, v)
Gretchen Bellinger Inc. (b, c, d, le, m, u)
Guilford Inds., Inc. (o, u)
HGH Design Group Ltd. (u, v)
Hagen Intl. (u, v)
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Hoechst Fibers Industries (d, u)
Homestead Fabrics, Contract Division (o, u)
iil international (le, u)
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Keleen Leathers (le)
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Kleen-Tex Inds., Inc., Weaving Div.
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Lackawanna Leather (le)
Laminart, Inc. (l, u)
Laminating Services, Inc. (u, v)
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Lee Jofa Inc. (b, c, d, f, l, le, o, u)
Lehigh-Leopold, Div. Joyce Intl. (le, o, u, v)
Lonseal Inc. (v)
Lown Enterprises, Inc., Tout Paris (b, d, f, u)
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MDC Wallcoverings (b, c, d, f, l, le, o, u, v)
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Karl Mann Associates (c, d, o, u)
Mark/Raymond (d, u, f)
Maya Romanoff Corp. (f, le, u)
Metropolitan Furniture Corp. (le, u, v)
Middletown Leather Co. (le)
Herman Miller Inc. (le, u, v)
Milliken Contract Carpets (b, d, u)
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Mirror of Sweden, Inc. (f)
Mitchell Designs (b, c, d, u)
Monel Contract Furniture Inc. (le, u)
Mueller Furniture Corp. (le, u)
Naco Fabrics (b, c, d, l, u, v)
National Gypsum Co. (b, c, d)
Niedermaier Design (le)
Norton-Blumenthal Inc. (d, f, le, o)
The Pace Collection Inc., National Headquarters (le, u, v)
Pacific Furniture (le, u)
Prestige Wallcoverings (u)
Product Sales Associates (f, o, u)
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Resistflame (f)
Rich Loom Home Fashions Corp.
Rockland Mills (b, c, d, l)
Ben Rose Inc. (b, c, d, f, o, u)
Rossville Mills Inc. (f, o, u)
Rudd International (c, f, o, u)
Sainberg & Co. Inc. (le)

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Specialty Fabric Products, Inc. (f, o, u)
Spinneybeck (f, le, u)
Springs Industries, Ultrasuede (le, u)
Standard Textile Inc. (b, c, d, f, l, u)
Steil, Inc. (f, o)
Stendig Intl. Inc. (le, u, v)
Stow & Davis, A Steelcase Co. (le, o, u, v)
Stratford Hall Inc. (f, le, u)
Stroheim & Romann (d, f, le, u)
Style Technologies (b, d, u)
Style-Tex, Decorative Products, Div. National Gypsum Co. (b, c, d, u)
Suede-Tex (u, v)
Sunwall of America (d, u)
Syme & Associates (u)
Tandem Mills, Inc. (f, o, u)
Textile Marketing Concepts, Inc. (f, o, u)
Textile Wallcoverings International Ltd. (f, l, o, u)
Thayer Coggin Institutional, Inc. (le, u, v)
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Wall Pride Inc. (b, d, u)
Wallmates Vinyls, Inc. (v)
Webb Designs, Inc. (b, d, f, u)
Wendell Fabrics Corp. (f, l, o, u, v)
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S.R. Wood Inc. (d, u,)
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f—fabric

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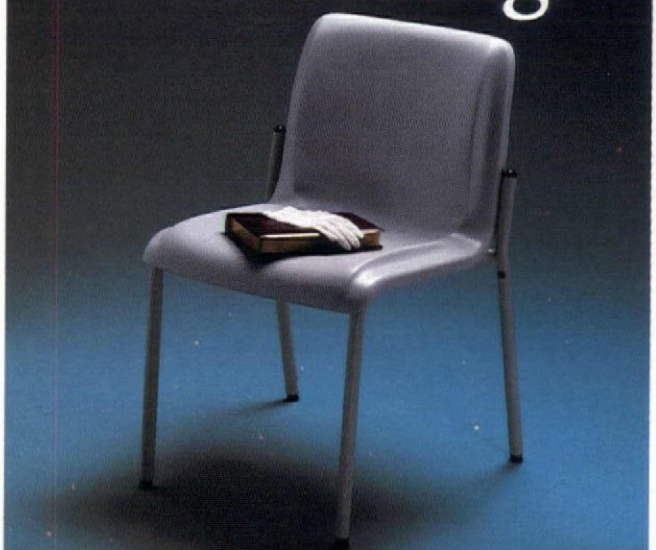
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ICI Fibres, A Div. of ICI Americas (c, f)
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Alma Desk Co. (l, m, o)
American Seating Co. (m, o, p)
Ames Color-File (l, m, o)
Anderson Desk Inc. (l, m, o)
Anderson Hickey (l, v)
Anevka, Inc. (l, o, v)
Arenson Office Furnishings Inc. (l, m, o, v)
The Arnold Group (l)
Artec, Div. of Kimball Intl. (l)
Artopex Inc. (l, m, o, p, v)
Aspects, Inc. (o)
BNI/Biltrite Nightingale (l, m, v)
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom (l)
Bates Mfg. Co. (d, l, r)
Benedetti Corp. (m)
Beylerian Ltd. (d)
Biltrite Nightingale, Inc (l)
Borroughs Div., Lear Siegler Inc. (l, m, o)
The Brayton Intl. Collection (l, o)
Bretford (m)
Bruynzeel Storage Systems Co. (m)
CEKA International, Sub. of CEKA Germany (f, m, o, v)
Cano Corp. (o)
Center Core Inc., Safegaurd Scientific (l, m, o, v)
Cleator Furniture (l, v)
Cole Business Furniture, Div. Joyce Intl., Inc. (l, m, o, v)
Compatible Computer Furniture, Div. Atlantic Cabinet Corp. (d, m, o)
Corry & Hiebert (d, l, o, v)
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DBS Inc. (d, l, v)
DUX Interiors, Inc. (o)
Danwood (l, o)
Dar Ran Industries (l, v)
Data-Mate, The Maine Mfg. Co. (m)
Datum Filing Systems, Inc. (m, r, v)
Delco Associates Inc. (d, l, m, o, p, r)
Dennison Monarch Systems, Inc. (d, l, o, p)
Dennison National Co. (m)
Denstor Mobile Storage Systems (m)
Diversified Furniture Imports Inc. (l)
Dunbar Furniture (o)
Durham Mfg. Co. (d, l, r, v)
EVCO Office Products/Computer Acc. (d)
Eagle Computer Furniture Systems (m)
Eldon Office Products, Div. Eldon Industries, Inc. (d, l, m, o, p, r, v)
Esselte Pendaflex Corp. (d, l, m, o)
Executive Furniture (l, m, v)
Fantoni USA Inc. (l, o)
Filing Equipment Corp. (a, l, m, o)
Finmark (v)
Fire King International (f, l, o, v)
Frank Eastern Co. (d, l, o)
Fredrick Ramond, Inc. (d)
Functional Office Furniture, Labofa (d, l, m, o)
GF Furniture Systems (d, l, o, p, v)
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High Point Furniture Ind. (l, m, o)
Hoosier Desk Co. (l)
IEM Marketing, Inc. (o)
iil international (l, m, o)
Indiana Desk Co. (l)
Inner Concepts Inc. (l, m)
InterRoyal Corp. (v)
Invincible Metal Furniture (l, m, o, v)
Inwood Office Furniture (l)
Itoki of America, Inc.
Jasper Desk Co. (l)
Jefsteel Business Equipment (d, l, m)
Kardex Systems, Inc. (a, f, l, m, r, v)
Kimball Office Furniture Co., Div. Kimball Intl. (l)
Knoll Intl. (l, o, p)
Kwik File, Inc. (d, o, p)
LBF Office Systems Collection, Div. Joyce Intl. (l, m, o, v)
LUI-Laminates Unlimited, Inc. (d, l, m)
Lehigh-Leopold, Div. Joyce Intl. (l, o)
Library Bureau, Inc. (l, m)
Lista Intl. (l, m, o, v)
Lundia, Inc. (l, m)
Harry Lunstead Designs, Inc. (l, o)
M/B Designs, Inc. (l)
Magna Design Inc. (l, o)
Mandell Furniture Co. Inc. (l, v)
Marnay Sales & Mfg. Co., Inc. (l, m, v)
Marvel Metal Products, Inc. (m)
Mayline (l, v)
Meilink Safe Co. (f, l, v)
Meridian (l, o)
Metalstand Co. (l, m, o, v)
Milcare Inc., A Herman Miller Co. (l, m, o, p)
Mill Craft Furniture (l, v)
Miller Desk (l, m, o, v)
Herman Miller Inc. (l, m, o, p)
Mod-Systems Inc. (m, o)
Modern Mode, Inc. (l, m, o)
Montel Inc. (m)
Montisa Office Furniture, Div. Northland Corp. (l, v)

Myrtle Desk Co. (l)
NATCO, Inc. (d, l, m, o)
Nello Systems Co., Inc. (o)
Norsons Industries, Inc. (l, m, o)
The Novak Co., Inc. (p)
OFS - Office Furniture Systems, A Div. of Styline Industries (l)
Office Specialty (l, m, o, v)
Omni International Incorporated (l, m)
Optimum Ergonomics, Ltd. (d, o, p)
PCI/Tandem, Div. of Panel Concepts Inc. (d, l, o)
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Peterson Design Ltd. (m)
Pilot Woodworking Co., Inc. (l, m, o)
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Precision Mfg. Inc. (d, l, m, o, p)
Pro-File Systems, Inc. (l)
Procaccino II, Inc. (l)
Reff Inc. (l, o, v)
Republic Storage Systems Co. (l)
Richards-Wilcox, Aurora Shelving Dept. (o, r)
Rockaway Inc. (l, o)
RoseJohnson (l, m, o)
Round Office Inc. (l, m, o)
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Tenex Corp. (d)
Tiffany Stand & Furniture (d, m, p)
Trendway Corp. (o)
Universal Building Systems, Inc. (l)
Victor Systems & Equipment (f, m)
Viking Acoustical Corp. (d, l, m)
Virginia Metal Industries Inc. (v)
Voko US Inc. (l, m, o, p)
Watson Furniture Systems (o)
Westinghouse Furniture Systems (l, o)
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White Office Systems, Inc. (a, m, r)
Andrew Wilson Co. (l, m, o)
Wilson Jones (d, l, m, o, r, v)
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Wood Design (l, o, v)
Work Space International, Inc. (l, m, o)
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Xception Design Ltd. (l, o,)

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m—marble
p—portable dance floors
po—poured
rf—raised floors
r—resilient
s—studded vinyl, rubber
t—tiles (stone, clay, ceramic)
w—wood

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Amertex Carpet (w)
Amsterdam Corp. (m, t)
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Applied Radiant Energy Corp. (w)
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Carson Pirie Scott & Co. (r, t, w)
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Dinac Corporation
Donn Corp. (rf)
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Gail Architectural Ceramics, Gail Intl. Corp. (t)
General Foam Corp. (r)
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Go-Met-Tile Associates, Inc. (r)
Harris-Tarkett Inc. (w)
Hartco Inc. (w)
Hoboken Wood Floors (c, p, t, w)
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Kentile Floors, Inc. (r)
Kentucky Wood Floors (w)
King Arthur Inc. (p)
Lane's Floor Coverings, Inc. (r, s)
Lonseal Inc. (r)
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Metropolitan Ceramics (t)
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Puccio Collection (m)
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Radiation Technology (p, w)
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Tate Access Floors, Inc. (rf)
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V.P.I. (r)
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b—bases
c—casters
dp—drawer pulls, knobs
ds—drawer slides
dr—drawers
f—fiber/plastic materials
fo—foam
fr—frames
g—glides
p—pneumatic chair controls
s—springs & supports
sw—swivels
t—tubing
we—webbing
w—wood veneers

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Accuride (ds)
Advance Fixture Mart (c)
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American Caster Corp. (c)
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Brookside Veneers, Ltd. (w)
Brueton Industries (b)
CERDA Industries Intl., Wicker and Cane (b)
CHF Inds. (b)
CYRO Industries (f)
Cardinal Corporation of Stanley, Wisc. (b, fr, w)
Chemical Chair House, Div. Cone Mills (fo, fr, we)
Chestnut Ridge Foam, Inc. (fo)
Collier-Keyworth Co. (b, sw)
Conexus, An Atcor Co. (t)
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Continental Creative Sales, Inc. (b, c, fo, fr, g, p)
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Crown Industries
DSI (fo)
Decar Corp. (dr)
Decatur Inds., Inc. (w)
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H.D.I. (ds, g)
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Haydock Caster Co. (c)
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Howe Furniture Corp. (b)
Hyde Park Chair, Inc. (b)
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Kenlin Enterprises (c, dp, ds, g, sw)
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Massey Seating (fo)
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Maynard Plastics Co., Div. Chelsea Industries (f)
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No Sag Products, Div. Lear Siegler (fr, s)
Normbau, Inc. (dp)
October Co. Inc. (b)
On The Level Company (g)
Outwater Plastics (c, dp, ds, g, t, w)
PPG Industries, (f)
S. Parker Hardware (dp, ds)
Peter Pepper Products Inc. (dp, fr)
Performance Seating Inc. (b, c, f, g, p)
Perstorp Components (dr, g)
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u—umbrellas, awnings
w—wood & redwood
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Sunburst Outdoor Furniture & Aluminum Umbrellas, Metal Tech. Inc. (a, u)
Suncast Corp. (p, u)
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b—business machine tables
d—drafting tables, chairs
s—storage cabinets
w—word-processing furniture

Abstracta Structures, Inc.	(b, s)
Acme Visible Records	(b, s)
Adjustable Steel Products	(s)
Ajusto Equipment Co.	(d)
Alex Stuart Design	(s)
Allsteel Inc.	(b, d, s)
Alma Desk Co.	(d, s)
American Seating Co.	(b, d, s, w)
Anco	(d, s)
Anderson Hickey	(b, s)
Anthro Corp.	(b)
Artopex Inc.	(b, d, s, w)
Aspects, Inc.	(b)
Atelier International, Ltd., BIF, Inc.	(s)
BNI/Biltrite Nightingale Inc.	(w)
Benedetti Corp.	
Bevis Custom Tables, Inc.	(b, w)
Borroughs Div., Lear Siegler Inc.	(s)
Bretford	(b, s, w)

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Continental Creative Sales, Inc. (d)
Corry & Hiebert (b, s, w)
Corry Contract (s)
Cramer Inc. (b, d, w)
Croydon Furniture Systems, Inc. (s)
Cubicon Corp. (b)
Custom Executive Office (b, s, w)
DBS Inc. (b, s, w)
Data-Mate, The Maine Mfg. Co. (w)
Datum Filing Systems, Inc. (b, w)
Decar Corp. (w)
Delco Associates Inc. (b, w)
Dennison Monarch Systems, Inc. (b, s, w)
Dennison National Co. (s, w)
Desience (b, w)
Dynamic Custom Equipment, Ltd. (w)
Eck-Adams Corp. (d, w)
Equipto (s)
Ergoform, Inc. (d)
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Esselte Pendaflex Corp. (s, w)
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Jefsteel Business Equipment (b, s)
Jofco (b, s)
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Kwik File, Inc. (b)
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NATCO, Inc. (b, w)
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Omni International Incorporated (w)
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PCI/Tandem, Div. of Panel Concepts Inc. (b, s, w)
The Pace Collection Inc., National Headquarters (s)
Pell Co. (d)
Performance Seating Inc. (d)
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Plan Hold Corp. (d, s)
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t—task lighting components
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Arenson Office Furnishings Inc. (c, p)
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Artopex Inc. (c, p, t, a)
Aspects, Inc. (c, p, t)
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Benedetti Corp. (c, p, t)
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DMO, Inc. (p)
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Mueller Furniture (c, t)
Nello Systems Co., Inc. (c, p, t, a)
Nelson-Adams Co., Acoustical Screen Div. (c, p, t, a)
Norsons Industries, Inc. (c)
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O'Brien Partition Co.
Office Specialty (c)
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Action Industries, Div. Lame Furniture (g)
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Adden Furniture, Inc. (d, h, l)
Alex Linder GmbH, Export Div. (b)
Alex Stuart Design (b, o)
Allsteel Inc. (o)
Alma Desk Co. (o)
Ambiant Systems Ltd. (d, h)
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Anco
Anderson Desk Inc. (o)
Anthro Corp. (c, h, o)
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Arconas Corp. (h)
Armstrong World Industries, Inc. (g)
Artec, Div. of Kimball Intl. (o)
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Artisans' Guild (h, l)
Artopex Inc. (o)
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Avery Boardman-Headbed (g)
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Bernhardt/Contract (b, o)
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Bevis Custom Tables, Inc. (o)
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Biltrite Nightingale, Inc (b, o)
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Block House (o)
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Brown-Jordan Co. (g)
Brunschwig & Fils Inc. (g, o)
Buckstaff Co. (b, d, h, l, o)
Claud Bunyard Design, Div. of Nichols & Stone Co. (l)
CEO, Curran Executive Office Furniture Inc. (b, o)
C.I. Designs (l, o)
Cano Corp. (o)
Capri Chair, Div. of Trian Furniture Inc. (d, l, m, o, r)
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Centrac Industries (g)
Chaircraft Inc. (g)
Chairmasters, Inc. (g, h, l, o, r)
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W. A. Charnstrom Co. (m)
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Clarin Corp., (c, h, o, r)
Cleator Furniture (b, g, o)
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Contec (g)
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Contract Seating Intl. (b, c, d, f, g, h, l, o)
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Cramer Inc. (b, f, m, o)
Crayton Furniture Corp. (o)
Creative Seating (g)
Croydon Furniture Systems, Inc. (b, o)
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Decar Corp. (c, d, l, o)
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Dependable Furniture Mfg. Co. (o)
Desience (b, o)
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Design-Spec Seating (g, h)
Design Trac, Inc. (b, f)
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Dinaire (g)
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Dynamic Custom Equipment, Ltd. (c, f)
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Eliane Pepper, Ltd. (b, o)
Emeco Industries, Inc. (f, o)
Equipto (l, m, o)
Executive Suite Furniture, Inc. (o)
Falcon Products Inc. (b, f, g, h, l, o)
Filing Equipment Corp. (l, o)
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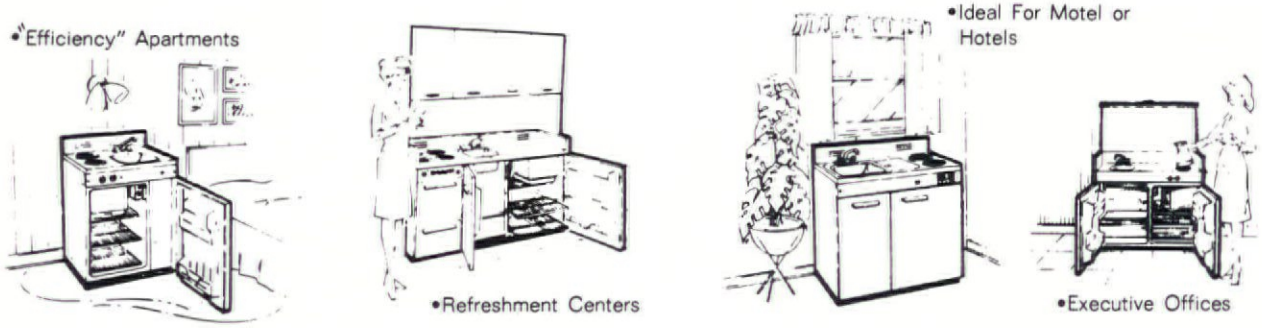
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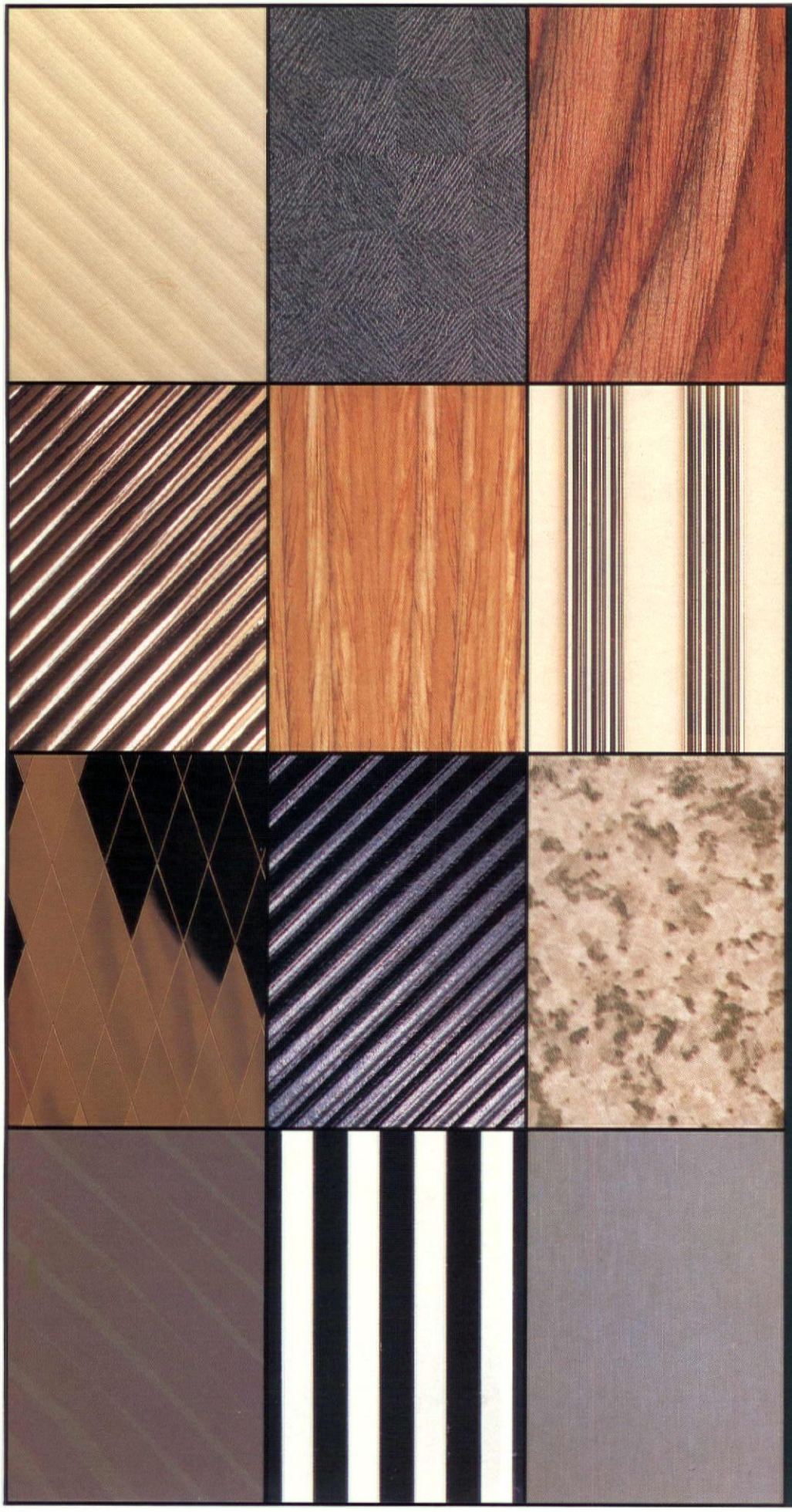
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Dynamic mirrored plastics in faceted patterns with an adhesive backing.

NU METAL™
Embossed metallic and plastic laminates in polished and brushed finishes.

NU WOOD™
Real wood veneers with phenolic backing in 4' x 8' sheets.

DUROpal®
Unique surface textures in unusual directional patterns. Plastic 4' x 8' high pressure laminates.

But you only have to remember two words

Advanced Technology, Inc.

ATi

1-800-632-1320

Circle 158 on reader service card

United Lighting & Ceiling Corp. (i, l, lu)
Victorian Lighting Works (c, w)
Virginia Metalcrafters, Inc. (c, d, s, w)
Visa Lighting (c, o, a, w)
Vista Lighting Corp., Subs. of Jac Jacobsen Inds. (c, t, a, w)
Vista Mfg. (c, dc, f, i, lv)
Waterford Crystal Inc. (c, d, w)
Westinghouse Furniture Systems (t, a)
Westwood Lighting Group, Inc. (d, f, l)
Woolums Mfg. Inc. (c, d, f, l, w)
Xebron Corp. (c)
Yorkraft, Inc., Contract Dept. (lu)
Zumtobel Lighting, Inc. (c, d, f, t,)

Want Info On Quick-Ship Sources? See The Separate Directory Included In This Issue!

MAINTENANCE SERVICES & EQUIPMENT

American Electro Coatings

Electro-static refinishing of metal office furniture.
AMERICAN® ELECTRO-COATINGS
1-800-321-6090
In Ohio: 216-333-9161

CIS (Certified Industrial Services Inc.)
Complete Installation Services, Inc.
Core Contracting, Inc.
Design Resource Group
Duraclean International
Host-Racine Industries Inc.
I.O.I. Installations
The Installation Group, Inc.
Milliken Contract Carpets
Modular Cleaning Services
Productive Office Furniture Installers
Southern Office Services, Inc.
3M, Building Services and Cleaning Products Div.
United States Testing Co., Inc., Materials Evaluation Div.
Von Schrader Co.
Vycor Corp.
White Mop Wringer Co.

MASKING SOUND SYSTEMS

Bolt, Beranek & Newman, Inc.
Control Electronics Co., Inc.
Dukane Corp., Communications System Div.
Dyna-Systems
Helko Systems Furniture, Subs. of Jac Jacobsen Ent.
Insul-Art Acoustics Corp.
Office Technologies
Sound Industries
3M, Broadcasting & Related Products Div.
Viking Acoustical Corp.

MATS, MATTING, STAIR TREADS, COVE MOLDING

Construction Specialties, Inc.
D.G. Mouldings
Deco/Gard Products
Durable Mat Co.
Flexco Co.
Intervinyls
Jason Industrial Inc., Rubber Floor Div.
Johnson Rubber Co., Flooring Products Div.
Kendall U.S.A.
R. C. Musson Rubber Co.
National Floor Products Co., Inc.
Pawling Corp., Standard Products Div.
The RCA Rubber Co.
Roppe Rubber Corp.
Sheerplas Inc.
Tepromark International, Inc.
USCOA International Corp.
V.P.I.
Wooster Products, Inc.

MIRRORS & FRAMES

Advanced Technology Inc.
Art Spectrum, Div. Mitch Morse Gallery Inc.
Autumn Guild
Belart
Milton A. Bleier Corp.
Bolae/Specified Designs, Inc.
Corona Decor Co.
D.G. Mouldings
Floral Glass & Mirror
Franklin Picture Co.
General Electric Co., Plastics Group
General Mica Corp.
The Ginsberg Collection
Glass & Mirror Craft Inds.
Hickory Business Furniture
Kamar Products Inc.
Cy Mann Designs Ltd.
Marlock Inc.
Mid Channel Design & Mfg.

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All Systems.
Installed Right.
Anywhere.
Anytime, On Time.

Systems
Installations
Company

Grand Rapids • Detroit
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Circle 160 on reader service card

Mitsubishi Chemical Industries America Inc. (MCIA), (MCIA)
Ted Morris & Associates
Paul Associates Inc.
Norman Perry Lamps, The Chartwell Group Ltd.
Ram Products Co.
RoseJohnson, The Timber-Line Collection
Smith & Watson
Spectra Galleries
Syroco Inc., Contract Div.
Tech Designs, Inc.
United Marketing, Inc.
WW Graphics, Inc.

OPEN PLAN INSTALLERS

Architectural Wall Systems
CIS (Certified Industrial Services Inc.)
Commercial Interior Specialists Inc.
Complete Installation Services, Inc.
Core Contracting, Inc.
Design Resource Group
Elgem, Inc.
Furniture Systems Specialist Co.
I.O.I. Installations
The Installation Group, Inc.
Joseph Manley Co.
Milcare Inc., A Herman Miller Co.
Modu-Build Inc.
Modular Cleaning Services
Modular Office Installation
Productive Office Furniture Installers
Southern Office Services, Inc.
Systems Installers

Systems Installations Company
446 Grandville Ave. S.W.
Grand Rapids, MI 49503
616-459-7293

Unistrut Building Systems
Wegman Associates, Inc.
Wiselow Commercial of North America

PLANTS & PLANTERS

a—artificial plants
l—live plants
m—maintenance program
p—preserved plants, flowers, foliage
pm—panel-mounted planters
s—self-watering planters
sp—standard planters
pd—plant dollies

Ambiant Systems Ltd. (sp)
Apollo Woodworking & Metal Corp. (sp)
Architectural Fiberglass, Div. Krueger (sp)
Architectural Pottery (pm, sp)
Architectural Stoneware, Inc. (sp)
Architectural Supplements Inc., Sub. of Habitat International
Artifax Display Industries, Inc. (sp)
BIF, Inc. (sp)
B.P.C. Industries
Baker Furniture/Contract Div., Exec. Offices & Natl. Showroom (sp)
Brass Smith (sp, pd)
Business Accessories Inc. (sp)
Cubicon Corp. (sp)
Duraform, Div. Century Plastics Inc. (sp)
Finealum Corp. (sp)
Fitzpatrick Ceramics (a, p, sp)
Florenco Foliage Systems Worldwide (a, p, sp)
Foliage Plant Systems, Inc. (l, m, p, s, sp)
Forms & Surfaces, 1170 Coast Village Rd. (sp)
Geller Originals (a, p, sp)
Gilbert Int'l (sp)
Glaro Inc. (a, l, sp)
Glassform, Div. of Century Plastics, Inc. (sp)
Glasspec Corp. (sp)
Green Horizons Interiorscaping Inc. (a, l, m, p, s, sp)
Grosfillex, Inc., Hotel/Contract Div. (s)
Group 4 (sp)
Innovative Plastics, Gilbert Plastics Div. (sp)
Interior-Scape Inc. (a, l, m, p, pm, s, sp, pd)
International Terra Cotta
C. Kind & Co., Inc. (l, m, sp)
Krefab Corp.
Lakeshore Foliage Co., Inc. (a, p)
Landscape Forms, Inc. (sp)
Lawrence Metal Products, Inc. (sp)
Leaf Designs (sp)
Libbey Glass Div., Owens-Illinois, Inc. (sp)
Harry Lunstead Designs, Inc. (sp)
Macotta Corp., Leaf Fiberglass Designs (sp)
Master Metal Works (sp)
McDonald Products Corp. (sp)
Metal-Weave Products Corp. (sp, pd)
Metcor Mfg. (a, sp)
Metropolitan Furniture Corp. (sp)
John Mini Indoor Landscapes Ltd. (a, l, m, p, pm, s, sp)
Nello Systems Co., Inc. (pm)
Nevins Worldwide Inc. (sp, pd)
Niedermaier Design (sp)
Outlook in Plastics Div., Chem-Tainer Industries (sp)
Peter Pepper Products Inc. (sp)
Planter Technology (s)
Pouliot Designs Corp. (a, p, sp)
Procaccino II, Inc. (sp, pd)
Puccio Collection
RPI Designs (sp)
Robert Charles Inc. (pm, sp, pd)
Romac Fabrications, Inc. (sp)
Rotocast Plastic Products, Inc. (sp)
Shogun International Corp. (sp)
Sitecraft (sp)
Smokador, Div. General Felt, Inc. (sp, pd)
Spancraft, Ltd. (sp)
Supreme Industries Inc., Architectural Accessories (sp)
Syroco Inc., Contract Div. (sp)
Systems Installers
TSAO Designs, Inc. (sp)
Terrestris Greenhouses (l, m)
Texacraft Casuals (sp)
TOPsiders (pm, sp)
United International
United Marketing, Inc.
Valli Furniture Mfg. Corp.
Werzalit of America, Inc. (pd)
Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems (pm,)

Want Information On Products Advertised In The Directory? Use Reader Service Card.

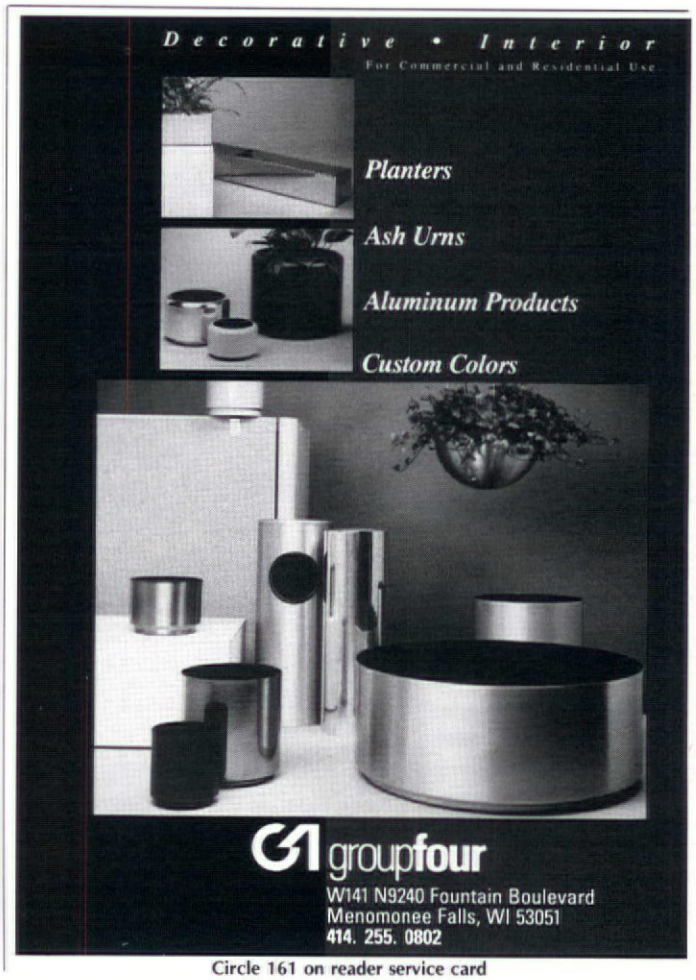
POWER/ELECTRIC SOURCES (ELECTRICITY, COMMUNICATIONS INDEPENDENT OF FURNITURE SYSTEMS)

c—ceiling-fed poles, wires
fw—flat wire system
f—floors (electrified)
o—over-floor plug-in
t—through-floor plug-in
p—partitions, walls (electrified)

AMP Products Corp., AMP Special Inds., AMP Distributor Mktg. (fw, p)
All-Systems (p)
Allsteel Inc. (p)
Anderson Power Products (p)
Aspects, Inc. (p)
Brand-Rex, Telecommunications Div. (fw)
Burndy Corp. (Flexway) (fw)
Corry & Hiebert (p)
Donn Corp. (f, p)
Dukane Corp., Communications System Div.
Dynel International (p)
Electri-Cable Assemblies, Inc. (c, o, t, p)
Epic Metals Corp.
Floating Floors, Inc. (f)
GF Furniture Systems (p)
Haworth Inc. (c, p)
Hubbell Inc., Wiring Device Div. (c, fw, t)
Harry Lunstead Designs, Inc. (p)
Metalstand Co. (p)
Midland-Ross Corp. (f, t)
Milcare Inc., A Herman Miller Co. (c, p)
Nello Systems Co., Inc. (p)
Nelson-Adams Co., Acoustical Screen Div. (c, p)
Open Office Products, Inc. (c, o, p)
Packard Industries Inc. (c, p)
Panel Concepts Inc. (p)
Pirelli

PIRELLI
CABLE CORPORATION
UNDERCARPET CABLE SYSTEMS
1-800-722-1919

Pleion Corp. (c, p)
Prima Products Inc. (p)
Raceway Components Inc. (f, o, t, p)
Richards-Wilcox Mfg. Co. (p)
H. H. Robertson Co. (f)
Rosemount Office Systems, Inc. (p)
Shaw-Walker Co. (c, p)
Square D Co. (f, t)
Steelcase, Inc. (p)
Teledyne Big Beam



Circle 161 on reader service card

Thomas & Betts Co. (fw)
Timbercraft Inc. (p)
Transwall Corp. (p)
Union Products Int'l (c, f, o, p)
Unistrut Building Systems (p)
Westinghouse Furniture Systems (c, p)
The Wiremold Co. (c,)

PROTECTIVE FINISHES

a—antimicrobial
c—carpet
f—fabric
fu—furniture
w—wallcovering
fp—fire resistant
s—shock resistant
st—stain resistant
wp—water resistant

Ametex Contract Fabrics (f, fu, w, fp, st, wp)
Bolta Wallcoverings, Div. DiversiTech General (w, st)
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc. (f, w, fp, st, wp)
Columbus Coated Fabrics, Div. Borden Chemical (w)
Composil (st)
Coral of Chicago (f, fp, st)
Dow Corning Corp. (a, f, wp)
E. I. DuPont de Nemours & Co., Marketing Communications Dept. (c, f, st, wp)
Duraclean International (c, f, fu, w, s, st)
Duracote (f, w)
Daniel C. Duross, Ltd., Designs for Designers (fp, wp)
Dyrotech Industries, Inc. (w)
Essex Wallcoverings, DiversiTech General/A GenCorp Co. (w, st)
Fab-U-Gard (a, c, f, fu, w)
Fabri-Trak, Unique Concepts, Inc. (f, fu, w, st)
Fiber-Seal International, Inc. (c, f, fu, w, st)

FIBER-SEAL
FABRIC CARE SYSTEM
See our ad in this issue for 128 locations.

Firesafe Products Corp. (a, f, fp, s, st, wp)
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. (f, w, fp, st, wp)
General Electric Co., Silicone Products Div. (fp, s, st, wp)
Genon Wallcoverings, DiversiTech General/a GenCorp Company (w, st)
Glidden Paint Co. (w)
B. F. Goodrich, Decorative Products (w)
Kiesling-Hess (a, f, w, fp, st, wp)
Kiesling-Hess (f, w, fp, st, wp)

Need A Phone Number?
Use the Alphabetical Master List Of Suppliers!

Kiesling-Hess (f, w, fp, st, wp)

KIESLING-HESS
Fine Finishing of Decorative Fabrics
215-457-0906

Laminating Services, Inc. (c, f, w)
Milcare Inc., A Herman Miller Co. (s, st, wp)
Mirror of Sweden, Inc. (w)
PPG Industries, (w, fp, wp)
Pawling Corp., Standard Products Div. (w)
Pro-Tection (a, c, f, fu, w, fp, s, st)
Resistflame (f, w, fp, st, wp)
Rockland Mills (f, fp)
STO Inds., Inc. (w, wp)
Schneider-Banks (fp)
The Sherwin-Williams Co., Chemical Coatings Div. (fu)
Style-Tex, Decorative Products, Div. National Gypsum Co. (w)
Sunwall of America (f, w)
TSG Inc., Synfin Div. (f, fp, st, wp)
3M, Building Services and Cleaning Products Div. (f, fu, st)
Vescom USA Inc. (w)
Wallmates Vinyls, Inc. (w, st)
Westgate Fabrics Inc. (f, w, st)
Wolf-Gordon, Inc., Wallcoverings & Upholstery (w)

SCREENS & PARTITIONS

a—acoustical
b—baffles, ceilings & walls
d—decorative
f—free-standing
o—open plan/office landscape
t—tension-mounted
w—wall-mounted

ARTMET Products Inc. (f, o)
AWI, Inc. (o)
Abstracta Structures, Inc. (b, f, o)
Acme Office Group (o)
Acoustical Partitions Corp. (a, b, d, f, o, w)
Acoustone Corp., Newcastle Fabrics Div. (a)
Adanlock-Jamestown, Div. Blasius Ind. (a, d, f, o)
Advance Office Concepts (a, f, o, w)
Alanod USA, Inc. (d)
Alex Linder GmbH, Export Div. (a, f, o)
All-Systems (a, f, o, w)
Allsteel Inc. (a, f, o, w)
Alma Desk Co. (a, f, o)
Alumax, Magnolia Div. (a)
American Seating Co. (a, f, o)
Anderson Desk Inc. (a, f, o)
Architectural Wall Systems (a, b)
Arenson Office Furnishings Inc. (a, f, o)
Armento Inc. (d)
Armstrong World Industries, Inc. (a, b, w)
Artec, Div. of Kimball Intl. (o)
Artopex Inc. (a, o, w)
Aspects, Inc. (a, f, o)
Atelier International, Ltd., (o)
Autumn Guild (d)
BIF, Inc.
BNI/Biltrite Nightingale (a, b, f, o)
Bannerworks, Inc. (a, b, d, w)
Benedetti Corp. (a, o)
Joel Berman Associates, Stretchwall Div. (a, b, d, t, w)
Bevis Custom Tables, Inc. (f)
H.L. Birum Corp. (a, f, o)
Bolae/Specified Designs, Inc.
Brejtfus Environmental Concepts, Inc. (a, b, d)
Brewster Corp. (a, b, d, f, o, t, w)
Brown-Jordan Co. (f)
CIS (Certified Industrial Services Inc.)
CW Design Inc. (d)
Cambridge Wire Cloth Co. (d, w)
Cano Corp. (a, b, d, f, o, t, w)
Capaul (a, b, d, o, w)
Check-Mate Interior Systems, Inc. (a, b, f, o, w)
Citation Mfg. Co., Inc.
Claridge Products & Eqpt. Inc. (f, o, w)
Cole Business Furniture, Div. Joyce Intl., Inc. (f, o)
Conexus, An Atcor Co. (d, f, w)
Construction Specialties, Inc. (d)
Contemporary American Furniture Co. (a, o)
Contemporary Products Inc. (a, b, f, o, w)
Conwed Designscape (a, b, f, o, w)
Corry & Hiebert (a, f, o)
Cramer Inc. (a, f, o)
Craxton Acoustical Prods. (b, d, w)
Crown Decorative Products (d, f)
Croydon Furniture Systems, Inc. (a, f, o)
Cumberland Woodcraft Co. Inc. (d, o, t, w)
Custom Wall Services, Inc. (a, b, t, w)
DMO, Inc. (o)
Danjell Creations, Inc. (d)
Danwood (a, f, o)
John Deason Intl., Inc., Captive Sea (f)
Decoustics Ltd. (a, f, o, w)
Delta Mfg. & Sales, Inc. (a, f)
Dynel International (o)
Eck-Adams Corp. (f)
Eldon Office Products, Div. Eldon Industries, Inc. (o)
Emco, Inc. (a)
Envel Design Corp. (d)
Fabri-Trak, Unique Concepts, Inc. (a, b, o, w)
Fabrique Wallhangings (w)
Filing Equipment Corp. (a, o)
Forms & Surfaces, 1170 Coast Village Rd. (a, d)
Frank Eastern Co. (a, f, o)
GF Furniture Systems (a, f, o, w)
General Mica Corp. (o)
Global Upholstery Co., Ltd. (a, d, f, o)
Globe-Amerada Glass Co. (a)
Globe Industries (b)
Gold Bond Bldg. Products, Div. National Gypsum Co. (d, o, w)
Gold Medal Inc. (d, f)
The Gunlocke Company (a, o)
HLF Furniture, Inc. (o)
HON Co. (a, d, f, o)
Haller Systems, Inc. (f, o)
Hamilton Sorter Co. Inc. (f)
Harter Corp. (a, f, o)
Haworth Inc. (a, d, f, o, w)
Helikon Furniture Co. Inc., (o)
Helko Systems Furniture, Subs. of Jac Jacobsen Ent. (a, f, o)
Hemisphere Steel Products Corp. (a, b, d, f, o, t, w)
Hoover Systems, Acoustical Screens in Color Inc. (a, b, d, f, o, w)
Hund Furniture (f, o)
iil international (o)
Indal Furniture Systems (a, f, o)
Industrial Acoustics Co., Inc. (a, b)
Insul-Art Acoustics Corp. (a, b, d, w)
Intalite Louvers & Ceilings Inc. (b)
Integrated Ceilings, Inc. (b)
Interact, Acoustical Screens Corp. (a, b, d, f, o, w)
Interna Designs Ltd. (d, f)
InterRoyal Corp. (a, f, o)
Invincible Metal Furniture (a, o, w)
JG Furniture Systems, Inc., A Div. of Burlington Industries (a, f, o)
Jansko, Inc. (f, o)
KCR Fabrics Inc. (d)
Kenmore Furniture Co., Inc. (o)
Knoll Intl. (a, f, o)
Krueger, Inc. (a, f, o, w)
LBF Office Systems Collection, Div. Joyce Intl. (a, f, o)
Lightworks (d)
Harry Lunstead Designs, Inc. (a, f, o)
MPC, Inc., Noise Control Products Div. (a, b, d, f, o, t, w)
Magna Design Inc. (a, f, o)
Marnay Sales & Mfg. Co., Inc. (a, d, f, o)
Marsh Chalkboard Co. (f)
Metalstand Co. (a, f, o)
Milcare Inc., A Herman Miller Co. (a, f, o, w)
Herman Miller Inc. (a, d, f, o)
Mode Corp. (a, f, o)
Modernfold, American-Standard Co. (a, o, t)
Modernfold Doors Inc. (a)
Modu-Build Inc. (f, o)
Modular Design Inc. (a)
Modulightor (d)
Multiplex Display Fixture (d, f)
Neal Slate Co. (a, d, f, o)
Nello Systems Co., Inc. (a, b, f, o, w)
Nelson-Adams Co., Acoustical Screen Div. (a, b, f, o, w)
Nixdorf Computer Corp. (a, f)
Norsons Industries, Inc. (f, o, w)
O'Brien Partition Co. (a, d, f, o, w)
Open Office Products, Inc. (a, b, d, f, o, w)
Opto International, Inc.
PCI/Tandem, Div. of Panel Concepts Inc. (a, d, f, o, w)
Packard Industries Inc. (a, d, f, o, w)
Panel Concepts Inc. (a, d, f, o)

panel concepts
1-800-854-6919
in CA: 1-800-422-2101

Peabody Noise Control Inc. (a, b, t, w)
Penwall Partition Systems, Div. Porta-Fab Corp. (a)
Peter Pepper Products Inc. (f, o)
Phoenix Designs (Tradex Corp.), Herman Miller, Inc. (a, f, o)
Pilot Woodworking Co., Inc. (f, o)
Pinecrest Inc. (b, d, f, o, t, w)
Pleion Corp. (a, d, f, o, t, w)
Polychromic Designs (a, b, d, f, o, t, w)
Precision Mfg. Inc. (a, f, o)

PRECISION
will ship your System 9 order within
10 DAYS PRONTO!

Prima Products Inc. (a, f, o, w)
Product Sales Associates (a)



Kiesling-Hess can keep you from getting burned.

We can apply flame retardant treatments to your fabric that meet the most stringent regulations.

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Circle 163 on reader service card

Circle 174 on reader service card

MUSSON

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DISC-O-TRED™

Safety stair treads

No. 788



The unique raised circular disc design allows drainage, easy cleaning. Durable; stain-resistant; fire-retardant (Meets ASTM-E84 Flame Spread Rating of 25 or less); non-fading and non-slip. Ideal for shopping malls, airport terminals, schools, hospitals, heavy traffic areas. TILES are 24" sq, TREDS ¼" thick; standard lengths. COLORS: Brick Red, Brown, Gray, Sand, Blue, Dk. Chocolate, Black, Slate and Wine.

No. 787

Meets ASTM-E84 flame spread rating of 25 or less

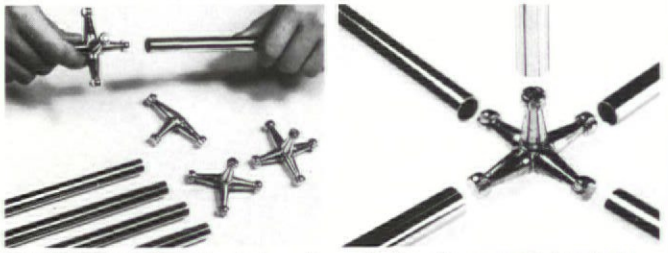
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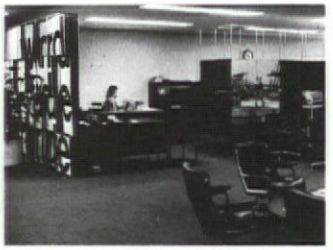
Tubular structural systems
for furniture, displays, exhibits and store fixtures



ABSTRACTA allows the designer to rapidly & easily assemble hundreds furniture items from stock components.



This office reception area was assembled in 1 hr. with stock ABSTRACTA parts.



Temporary partitions in World Trade Ctr. assembled in a few hrs. with stock ABSTRACTA parts.

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347 Fifth Avenue
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(212) 532-3710

Circle 181 on reader service card

SCREENS & PARTITIONS—Continued

Reff Inc. (a, d, f, o)
Richards-Wilcox Mfg. Co. (a)
Rockaway Inc. (f, o, w)
RoseJohnson (a, f, o)
Rosemount Office Systems, Inc. (a, f, o)

Open Office Systems Furniture

Rosemount
Office Systems, Inc.
21785 Hamburg Ave. Lakeville, MN 55044

Samsonite Furniture Co., Commercial Products Div. (f, o)
Saturn Office Furniture Div., Hespeler Craft Inds. (f)
Shaw-Walker Co. (a, f, o)
Shelmark Industries Inc. (a, b, d, f, o, w)
Shogun International Corp. (a, d)
Showcase Systems, Inc. (a, b, d, f, o, w)
Singer Safety Co. (a, b, f, w)
Sound-Ab-Sorb Inc. (a, b, w)
Stanwood Corp. (d)
Starrco Co. Inc. (o)
Steelcase, Inc. (a, f, o, w)
Storage Systems, Inc. (a, o)
Stow & Davis, A Steelcase Co. (a, o)
Structural Concepts Corp. (a, f, o)
Sunar Hauserman Inc. (a, o)
Syma Systems, Inc. (f, o, w)
Syme & Associates (a, b, f)
Tab Products Co. (f, o)
Shirley Tattersfield Ltd. (d, f, w)
Technal Aluminum Systems, Porce-Len, Inc. (o)
Techniques in Wood (a, f, o)
Tectum Inc. (a, b, w)
Tibbet Inc. (a, f, o, w)
Timbercraft Inc. (a, f, o)
Transwall Corp. (a, f, o, w)

TMP TRANSWALL
One Source For
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Combined With
CORPORATE Private Offices.

Trendway Corp. (a, d, f, o, w)
USABBCO Corp. (a, d, o)
Unistrut Building Systems (a, d, f, o)
United States Gypsum Co. (a, o)
Universal Building Systems, Inc. (a, b, f, o, w)
Vicrtex Wallcoverings (a, b, w)
Virginia Metal Industries Inc. (d, f, o, w)
Vran Associates (w)
William J. B. Waite Co., Div. of Tropicane Industries, Inc. (d)
Wall Technology, Inc. (a, b, w)
Watson Furniture Systems (f, o)
Weber Costello (f)
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f—folding
o—occasional
t—tops (only)
b—bases (only)

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Moser Contract Furniture (d, e)
Mount Airy Furniture (d, e, o)
Mueller Furniture Corp. (d, e, o, t, b)
Myrtle Desk Co. (e, o)
Nemschoff Chairs (d, e, o)
Neudorfer, Inc. (d, e, o, t)
Nevers Inds., Inc. (e)
Nevins Worldwide Inc. (d, e, o, t, b)
Niedermaier Design (e, o)
Nienkamper (d, e)
Norsons Industries, Inc. (e)
Northtown Glass, Div. of NTG Industries Inc. (t)
Novikoff Inc. (e, o)
OFS - Office Furniture Systems, A Div. of Styline Industries (e, o)
Office Accents Inc., Gift Craft Leather Co. (t, b)
Old Hickory Furniture Co. Inc. (d, o)
PCI/Tandem, Div. of Panel Concepts Inc. (e, o)
The Pace Collection Inc., National Headquarters (d, e, o, t, b)
Pacific Furniture (d, o)
Palazzetti, Inc. (d, e, f, o, b)
Paoli, Inc. (e, o, t, b)
Parisi, Inc. (t)
Patrician Furniture Co. (o)
Paul Associates Inc. (d, e)
Peter Pepper Products Inc. (o, t, b)
Peterson Design Ltd. (d, e, f, o)
Pilot Woodworking Co., Inc. (d, e, t)
Plymold Booths, Div. Foldcraft Co. (d, t, b)
Precision Mfg. Inc. (e)
Preferred Seat Mfg. Co. (d, t)
Harvey Probber Inc. (d, e, o, b)
Procaccino II, Inc. (d, e, o, t, b)
Puccio Collection (d, e, o, t, b)
RPI Designs (d, e, o)
Redco Mfg., Div. LHL (d, e, o, t, b)
Ron Rezek Lighting & Furniture (e)
Edward Axel Roffman Associates, Inc. (e, o)
Romac Fabrications, Inc. (d, e, o, b)
Romweber Co. (d, e, o)
Rotocast Plastic Products, Inc. (d, e, o)
Royal Seating Corp. (d, e, f, t, b)
Rudd International (d, e, f, o, t, b)
SICO Inc. (d, e, f)
STAMP/Contract & Leisure Seating, Inc. (d)
Sainberg & Co. Inc. (t)
Saturn Office Furniture Div., Hespeler Craft Inds. (d, e, f, o, t, b)
Walter P. Sauer & Sons, Inc. (e)
Scandiline Industries Inc. (e, o)
Schafer Bros., Inc. (o)
Scope Furniture, Ltd. (d, e, o)
Selkate (t, b)
Shafer Commercial Seating Inc. (d, f, t, b)
Shaw-Walker Co. (e)
Shelby Williams Industries, Inc., (d, e, f, t, b)
Signature Office Furniture Inc. (e, o)
Sligh Furniture Co. (e)
Smith & Watson (d, e, o)
Spancraft, Ltd. (d, o)
Springer Penguin, Inc. (e)
Stakmore Co. Inc. (f)
Stamco (e, o)

STAMCO
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Stanwood Corp. (t)
Statesville-Ross Mfg. (d, o)
Steelcase, Inc. (d, e, o)
Stendig Intl. Inc. (d, e, o)
Stow & Davis, A Steelcase Co. (d, e, o, t, b)
John Stuart Intl. (d, e, o)
Stylume Products Inc. (t, b)
Sun & Leisure Ltd. (d, f)
Superior Woodcraft, Inc. (d, t, b)
Systems Furniture Co. (e, t)
TSAO Designs, Inc. (o)
Tavola International (e)
Taylor Chair (d, e, o)
Tech Designs, Inc. (d, o)
Technal Aluminum Systems, Porce-Len, Inc.
Telescope Casual Furniture, Inc. (d, f, o)
Terra Furniture Inc. (d, o)
Thayer Coggin Institutional, Inc. (o)
Thomasville Furniture Industries, Thomasville Contract (d)
Thonet (d, e, o, t, b)
Thrashers
Tile Tops Inc. (d)
Trawood Mfg. Co. Inc. (t)
Trendler Metal Products Inc. (b)
Tri-Mark/Tulip (d, e, o)
TriCraft Corp. (e)
Triple R, Div. of Tee & R Industries, inc. (o, t, b)
Trips in Resin (d, e, o)
Tropitone Furniture Co., Inc. (d)
Tuohy Furniture Corp. (e, o, t)
Vecta Contract (d, e, o)
Versteel (e, b)
Vertex Furniture Inc. (e)
Virco Mfg. Corp. (d, e, f, o, t, b)
Vitro Products Inc. (t, b)
Walker & Zanger, Inc. (d, f, t, b)
Walker Watkins, Inc. (e)
Watson Furniture Systems (e)
Waymar Inds., Inc. (t, b)
Werzalit of America, Inc. (d, f, o, t)
West Coast Industries (d, e, f, t, b)
Westinghouse Furniture Systems (e)
John Widdicomb Co. (d, o)
Williams Office Furniture Co. (e, t, b)
Wood Design (e, o)
Lee L. Woodard, Inc. (d, o)
Woodlee Furniture Corp. (d, o)
Woodsmiths (d, e, t)
Work Space International, Inc. (e, t)
Wycombe Meyer Co., Inc. (d, e, o)
Glenn J. Wylie & Assocs., Ltd., Wylie Interior Systems (b)
Xception Design Ltd. (e)
Zographos Designs Ltd. (d,)

TABLEWARE

c—china
g—glassware
l—linens & napery
s—silverware, flatware

Artex International Inc. (l)
Libbey Glass Div., Owens-Illinois, Inc. (g)
Office Accents Inc., Gift Craft Leather Co. (g)
Wendell Fabrics Corp. (l)

TILE

c—ceramic
co—cork
l—leather
ma—marble
m—metal

mr—mirror
mo—mosaic

Alanod USA, Inc. (m)
American Olean Tile Co., Div. of National Gypsum Co. (c, ma, mo)
Amsterdam Corp. (c, ma, mo)
ArmStar (ma)
Mort L. Bloom Design (mo)
W. R. Bonsal Co., Building Products Div.
Buchtal (c)
California Metal Enameling Co., Cameo (m)
Contemporary Hides (l)
Continental Creative Sales, Inc. (ma)
Daniel C. Duross, Ltd., Designs for Designers (l)
Edelman Leather (l)
Expanko Cork Co., Inc. (co)
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Floral Glass & Mirror (mr)
Forms & Surfaces, 1170 Coast Village Rd. (c)
Fritz Chemical Co. (ma)
Gail Architectural Ceramics, Gail Intl. Corp. (c)
Huntington/Pacific Ceramics (c)
Interna Designs Ltd. (c)
Marble Technics Ltd. (ma)
Maybrik Corp. (c)
Metropolitan Ceramics (c)
Meuble Design International (ma)
Mid-State Tile Co. (c, mo)
National Products, Inc. (mr)
Negev Ceramics (c, ma, mo)
October Co. Inc. (m)
Ram Products Co. (mr)
Ro-Tile Inc. (c)
Spinneybeck (l)
Summitville Tiles Inc. (c, mo)
Terra Firma Tile (c)
U.S. Ceramic Tile Co. (c)
Vermont Marble Co. (ma)
Walker & Zanger, Inc. (mo)

TUBULAR STRUCTURAL SYSTEMS

Abstracta Structures, Inc.
Advance Fixture Mart
Albrass Enterprises, Albrass Architectural Designs
Allied Trend System Inc.
Bevco Precision Mfg. Co.
Brass Smith
Conexus, An Atcor Co.
The Ironmonger, Inc.
Kenlin Enterprises
Lavi Industries
Mode Corp.
Normbau, Inc.
Opto International, Inc.
Peter Pepper Products Inc.
Syma Systems, Inc.
Uni Corp. Display Products, Subs. Gordon Tube Products Inc.
Unistrut Building Systems

WALLCOVERINGS

b—borders
bv—brick/concrete veneers
c—carpet
co—cork
ff—fabrics & felt
fl—flock
fo—foil
g—grasscloth
h—handwoven
l—leather
mi—mirror
m—mylar
pn—paneling
p—paper
s—scenics & murals
sf—sculptural facings
st—strippable
tp—textile, paperbacked
v—vinyl
w—wood veneers

Acoustone Corp., Newcastle Fabrics Div. (ff)
Adam James Textiles, Inc. (ff)
Advanced Technology Inc. (mi, m, w)
Alanod USA, Inc. (fo, mi)
American Leather Mfg. Co. (l)
American Olean Tile Co., Div. of National Gypsum Co. (s)
Ametex Contract Fabrics (c, co, ff, fl, fo, p, s, v)
Amoco Fabrics and Fibers (ff)
Amoco Fabrics and Fibers Co., Polaris Textile Wallcoverings (ff)
Arc-Com Fabrics (ff)
Architectural Pottery (sf)
Architectural Stoneware, Inc. (sf)
Architex International (c, ff, g, l, v)
Armstrong World Industries, Inc. (co, ff, v)
Art People, Inc. (ff)
Artistry In Veneers, Inc., Subs. Eagle Plywood & Door Mfg., Inc. (pn, w)

Astor Wallcoverings, Div. of Pantasote Inc. (ff, fl, m, st, v)
Atlanta Architectural Textiles, Div. Curran Assoc. (ff, v)
Bangkok Industries Inc. (pn, w)
Bangor Cork Co., Inc. (co, v)
Barclay Fabrics, A Division of United Fabrics Inc. (ff, v)
Bentley Mills, Inc. (ff)
Joel Berman Associates, Stretchwall Div. (pn, v)
J.P. Blomquist Co. (ff, l)
Mort L. Bloom Design (ff)
Bolta Wallcoverings, Div. DiversiTech General (m, st, v)
Borg Textile Corp. (c, ff)
Brejtfus Business Environments, Inc. (s, sf)
Brejtfus Environmental Concepts, Inc. (ff, s, sf, v)
Brickel Associates Inc. (ff)
Brookside Veneers, Ltd. (w)
Brunschwig & Fils Inc. (h, p, s, v)
C.I. Designs (ff)
Canadian General Tower (v)
Capaul (ff)
Carnegie Fabrics Inc. (ff)

XOREL
Fabric Wallcoverings by Carnegie

SPECIFY

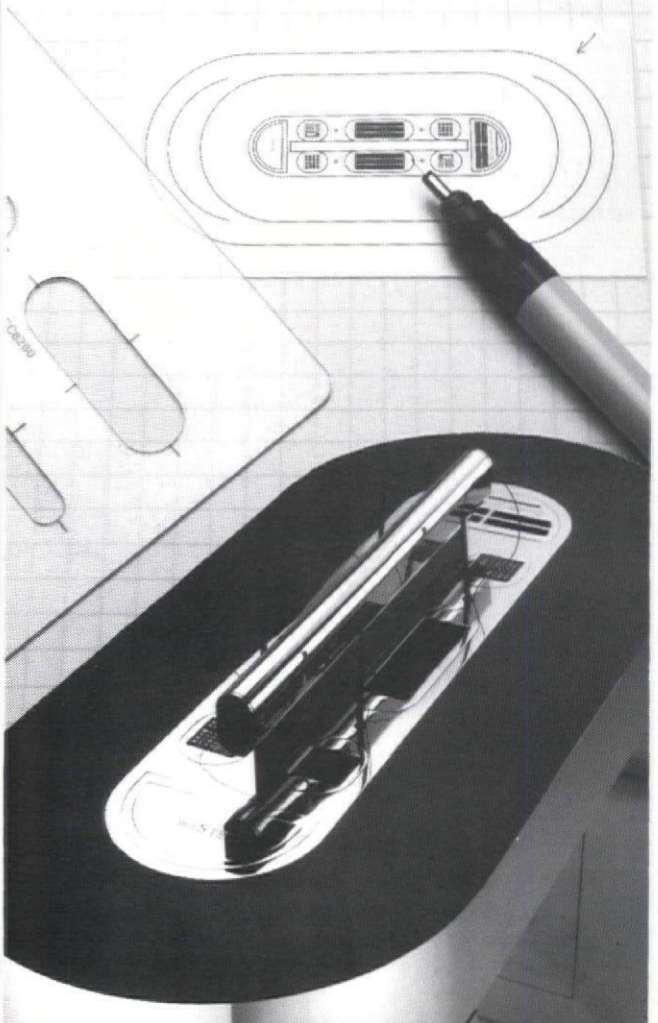
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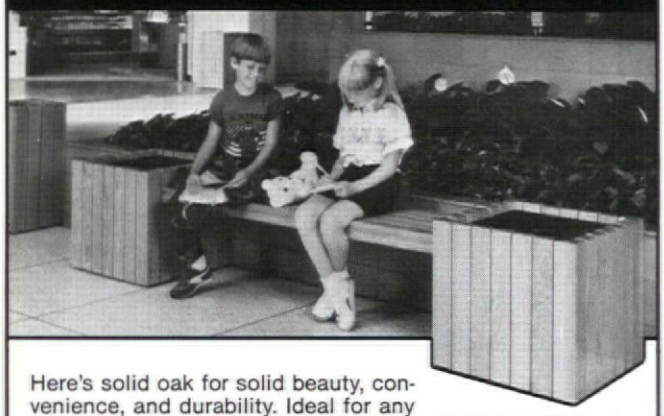


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Celia, Inc., Corporate Offices (s)
Central Shippee, Inc. (ff)
Chatham Manufacturing Co. (ff)
China Seas (p, v)
Cohama Specifier Contract Fabrics, Div. of United Merchants & Mfrs., Inc. (ff, p, v)
Columbus Coated Fabrics, Div. Borden Chemical (fo, p, st, v)
Combeau Industries (ff, fo, g, m, p, st, v)
Conrad Imports Inc. (ff, g, h)
Construction Specialties, Inc. (v)
Contemporary Hides (l)
Contract Wallcoverings, Inc. (c, ff, g, p, s, v, w)
Coral of Chicago (c, ff, g, sf, st)
Cordemex-USA Inc. (ff)
Counterpoint Fabrics, Inc. (ff, l, v)
Craxton Acoustical Prods. (s)
Croftercraft (ff)
Crown Wallcovering Corp. (co, ff, g, p, s, v)
Cumberland Woodcraft Co. Inc. (pn)
DSI (ff, g, l, p, v)
David & Dash (co, ff, fl, fo, m, p, s, sf, st, v, w)
Deco/Gard Products (v)
Design Tex Fabrics Inc., (ff, p, st, v)
Designs By Bock Inc. (ff, g, pn, v)
Diversitech General, Wallcovering Div., A GenCorp Co. (g, m, p, st, v)
Durawall Inc. (co, ff, g, m, v)
Daniel C. Duross, Ltd., Designs for Designers (l)
Dyrotech Industries, Inc. (pn)
Edelman Leather (ff, l)
Eggers Industries (pn, w)
Ben Elfman & Son, Inc. (c)
Entol Industries Inc. (pn, sf)
Environmental Graphics, Inc. (p, s, st, v)
Essex Wallcoverings, DiversiTech General/A GenCorp Co. (st, v)
Eurotex Inc. (c)

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Expanko Cork Co., Inc. (co, pn)
Fabra-Wall Ltd. (ff)
Fabri-Trak, Unique Concepts, Inc. (ff, s, v)
Edward Fields Inc. (c)
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. (ff)
Flexible Materials Inc. (w)
Floral Glass & Mirror (mi)
Forbo North America, Inc. (co, v)
Forms & Surfaces, 1170 Coast Village Rd. (pn, sf, w)
Forster Textile Mills Inc. (ff)
Forstmann & Co., Inc. (ff)
Frankel Associates, Inc. (ff, g, v)

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Froelich Leather Craft Co., Inc. (l)
GMT Go-Met-Tile Associates Inc. (c, co, ff, fl, fo, g, l, m, p, s, v, w)
Gargoyles, Ltd. (c, co, ff, fo, g, mi, pn, p, v)
Gayeski Furniture Coordinates, Inc. (w)
General Drapery Services Inc. (ff, l, s)
General Felt Industries (c)
General Felt Industries West Coast Div. (c)
Genon Wallcoverings, DiversiTech General/a GenCorp Company (m, st, v)
Gilford, Inc. (ff, g, m, v, w)
Glidden Paint Co. (fo, p, st, v)
Go-Met-Tile Associates, Inc.
Gold Bond Bldg. Products, Div. National Gypsum Co. (ff, v)
B. F. Goodrich, Decorative Products (st, v)
Greeff Fabrics Inc. (p, st, v)
Harry Green Studio (sf)
Gretchen Bellinger Inc. (ff, l)
Guilford Inds., Inc. (ff)
HGH Design Group Ltd. (ff, p, v)
S. Harris & Co., Inc. (ff)
Hendrick Textiles, Ltd. (ff)
S. M. Hexter Co. (c, co, ff, g, m, p, s, st, v)
Holly Imports (s)
Homasote Co. (co, ff)
Homestead Fabrics, Contract Division (ff)
Importex (ff, g)
Innotex, G&T Industries, Inc. (ff)
Innovations, Inc. (ff, p, v)
Institutional Carpet Mills (c)
Insul-Art Acoustics Corp. (ff, pn)
International Fabrics, Div. of Shelby Williams Ind., Inc. (ff, l, v)
International Linen Promotion Commission (ff)
Intex Plastics, Wallcovering Div. (g, st, v)
Jones & Morris Photo Enlarging Ltd. (s)
J. Josephson, Inc. (fo, m, p, st, v)
KCR Fabrics Inc. (ff, s, sf)
Keleen Leathers (l)
Kinney Wallcoverings
Kleen-Tex Inds., Inc., Weaving Div. (ff)
Knoll Textiles (c, ff, h, l)
Kravet Fabrics Inc. (v)
Boris Kroll Fabrics Inc. (ff)
Laminart, Inc. (w)
Laminating Services, Inc. (c, co, ff, fl, g, v, w)
Jack Lenor Larsen (c, ff, l, s)
Lazarus Contract (ff)
Lee Jofa Inc. (ff, p, v)
Lonseal Inc. (v)
Lown Enterprises, Inc., Tout Paris (ff)
J.M. Lynne Wallcoverings (c, co, ff, fl, fo, l, m, p, sf, st, v, w)
MDC Wallcoverings (c, co, fl, fo, g, h, l, mi, m, pn, p, s, sf, st, v, w)
Maharam Fabric Corp. (ff, g, h, st, v)
Malden Mills Industries Inc., Malden Contract Velvets (ff, fl)
Karl Mann Associates (fo, g, h, m, p, s, st, v)
Manuscreens (fo, m, s, v)
Marble Technics Ltd. (pn)
Marlock Inc. (mi)
Masonite Corp., Commercial Div. (pn)
S.A. Maxwell (c, co, ff, fl, fo, g, m, p, s, sf, st, v, w)
Maya Romanoff Corp. (p)
Meisel Photographic Design Div. (s, v)
Middletown Leather Co. (l)
Milliken Contract Carpets (c, ff)
Mira-X International Furnishings Inc. (c)
Mirror of Sweden, Inc. (ff)
Mitchell Designs (co, fo, g, p, v)
National Carpet Mills, Inc. (c)

National Gypsum Co. (fo, g, m, p, st, v)
National Products, Inc. (co, mi, m, w)
Naturescapes, Inc. (s)
Nevamar Corporation (w)
Northtown Glass, Div. of NTG Industries Inc. (mi)
Norton-Blumenthal Inc. (ff, fo, g, p, sf, st, v)
OJVM Wallcoverings (ff, tp)
Outwater Plastics (mi, m)
Ozite Corp. (c)
Patrick Carpet Mills (c)
Pawling Corp., Standard Products Div. (sf)
Perceptive Concepts (fo, m, p, st, v)
Pilot Woodworking Co., Inc. (w)
Pioneer Plastics, Div LOF Plastics Inc. (w)
Prestige Wallcoverings (ff, w)
Product Sales Associates (v)
Ram Products Co. (mi)
Ro-Tile Inc. (bv)
Rohm & Haas Co. (mi)
Ben Rose Inc. (ff, m, v)
Rossville Mills Inc. (ff)
Sainberg & Co. Inc. (l)
Sawtelle Textiles Ltd., Pendleton Woolen Mills/Dorr Woolen Co. (ff)
Scalamandre Inc. (b, c, co, ff, fl, fo, g, l, m, p, v)
Scandecor Inc. (s)
F. Schumacher & Co., Schumacher Fabrics/Waverly Fabrics (co, ff, g, h, l, m, p, s, v)
The Scott Group (c)
Seabrook Wallcoverings (c, co, ff, fl, fo, g, h, m, p, s, st, v, w)

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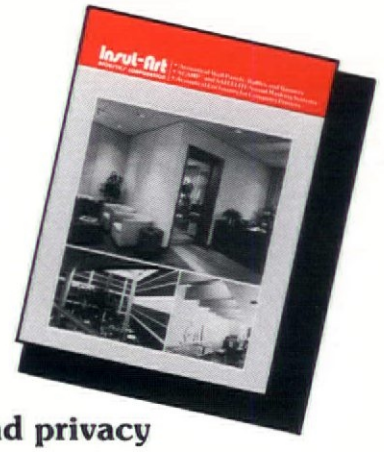
Sellers & Josephson, A Subsidiary of Shelby Williams Inds., Inc. (ff, fo, g, m, p, st, v)
Sempatap Inc. (c, ff, g, w)
Shogun International Corp. (mi, m, pn, sf, v, w)
Showcase Systems, Inc. (s)
Sinclair Wallcovering & Fabric (co, ff, fl, fo, g, m, p, s, st, v, w)
Sincol of America (v)
Source Five (ff)
Souveran Fabrics Corp. (ff)
Specialty Fabric Products, Inc. (ff)
Spinneybeck (l)
Springs Industries, Ultrasuede (ff, l)
Chester B. Stem Co. Inc. (w)
Stroheim & Romann (p, st)
Style-Tex, Decorative Products, Div. National Gypsum Co. (fo, m, st, v)
Suede-Tex (ff, l, v)
Summitville Tiles Inc. (s)
Sunwall of America (c, co, ff, fl, fo, g, h, m, p, st, v, w)
Tandem Mills, Inc. (ff)
Tarkett Inc. (v)
Shirley Tattersfield Ltd. (s)
Tectum Inc. (pn)
Textile Marketing Concepts, Inc. (ff)
Textile Wallcoverings International Ltd. (ff, g, h, p)
3M, Commercial Graphics Div. (s)
Thybony Wallcoverings (co, ff, g, m, p, s, st, v, w)
Toltec Fabrics, Inc. (ff)
Top Grade (c)
Unika Vaev, USA (ff)
Joyce Vagasy Textiles, Div. Amicale Fabrics (ff)
Valley Forge Fabrics (ff)
Vaughan Walls Inc. (co, ff, v, w)
Vescom USA Inc. (ff, h, v)
Vicrtex Wallcoverings (ff, g, p, s, v)
Vycon Contract 54 (st, v)
Wall Fabrics Inc. (ff)
Wall Pride Inc. (c, ff, fl, fo, m, p, s, st, v)
Wall Solutions (ff)
Wallco International, Wallpapers, Inc. (ff, fo, g, h, m, p, sf, st, v)
Wallmates Vinyls, Inc. (sf)
David R. Webb Co. (w)
Webb Designs, Inc. (ff, h, pn)
Wendell Fabrics Corp. (ff, p)
Westgate Fabrics Inc. (ff, l, p, st)
Weyerhaeuser (pn, v, w)
Wicklund Associates Design Inc. (s)
Willow-Tex Inc. (ff)
Winfield Design Assoc., Inc.
Wolf-Gordon, Inc., Wallcoverings & Upholstery (c, co, ff, fl, fo, g, l, m, p, st, v, w)
S.R. Wood Inc. (co, ff, g, v, w)
Jim Wylie & Company, Merit Carpet Corp. (c, ff, g)
Z-Brick Company, VMC Corp. (sf)

WALLS

a—acoustical
e—electrically operated
f—folding
m—movable
p—permanent
s—sliding
g—glass
me—metal
pl—plastic
t—tambour walls
w—wood

Acme Office Group (m, g, me)
Acoustone Corp., Newcastle Fabrics Div. (a)
Adanlock-Jamestown, Div. Blasius Ind. (a, m, g, me, pl)
Advance Office Concepts (a, m, p, g)
Alanod USA, Inc. (me)
All-Systems (a, m, t)
Alumax, Magnolia Div. (me)
American Seating Co. (a, me, w)
ArmStar
Armstrong World Industries, Inc. (a)
BIF, Inc.
Bangkok Industries Inc. (a, w)
Bannerworks, Inc. (a)
Joel Berman Associates, Stretchwall Div. (a)
H.L. Birum Corp. (a, m, g)
Borroughs Div., Lear Siegler Inc. (a)
Brejtfus Business Environments, Inc. (a)
Capaul (a)
Chelsea Decorative Metal Co. (me)
Citation Mfg. Co., Inc.
Claridge Products & Eqpt. Inc. (m, p, me)
Cold Spring Granite (p)
Consolidated Aluminum (me)
Contemporary Products Inc. (a, m, g)
Conwed Designscape (a)
Craxton Acoustical Prods. (a)
Cumberland Woodcraft Co. Inc. (m, p, w)
Custom Wall Services, Inc. (a, m, p, me)
Decoustics Ltd. (a)
Donn Corp. (a, m, g)
Dyrotech Industries, Inc. (pl)
Emco, Inc. (a, e, f, m, s)
Fabra-Wall Ltd. (a)
Fabri-Trak, Unique Concepts, Inc. (a, p)
Fiberesin Industries, Inc. (pl)
Flexible Materials Inc. (t)
Forms & Surfaces, 1170 Coast Village Rd. (a, me, t, w)
Four Seasons Solar Products (g)
Gayeski Furniture Coordinates, Inc. (p, s, w)
Glass & Mirror Craft Inds. (g)
Globe-Amerada Glass Co. (a, s, g)
Gold Bond Bldg. Products, Div. National Gypsum Co. (a, m, p)
Harter Corp. (a, m, g, me, w)
Haynes Vermont Barnboard (w)
Hemisphere Steel Products Corp. (a, m, g, me, pl, w)
Holcomb & Hoke Mfg. Co. (a, e, f, m, me, w)
Hoover Systems, Acoustical Screens in Color Inc. (m)
Hough Mfg. Corp. (a, e, f, m, s)
Industrial Acoustics Co., Inc. (a, m)
Insul-Art Acoustics Corp. (a)
Interact, Acoustical Screens Corp. (a, m, g, me, t, w)
Kinney Wallcoverings
Knoll Intl. (m, g, me)
Kwik Wall Co. (a, e, f, m, s, me, pl, w)
Harry Lunstead Designs, Inc. (a)
J.M. Lynne Wallcoverings (a)
MDC Wallcoverings (a, t, w)
MPC, Inc., Noise Control Products Div. (a, f, m, p, s)
Major Partitions (a, m, p, me, pl, w)
Cy Mann Designs Ltd. (p)
Marble Technics Ltd. (p)
Milcare Inc., A Herman Miller Co. (m)
Herman Miller Inc. (a, m, me, pl, w)
Modernfold, American-Standard Co. (a, e, f, m, s, me, pl, w)
Modernfold Doors Inc. (a, e, f, m)
Modu-Build Inc. (a, m, g, me)
National Products, Inc. (me, pl, t, w)
Neal Slate Co. (m)
Nello Systems Co., Inc. (a, m)
Nelson-Adams Co., Acoustical Screen Div. (a)
Nevamar Corporation (me, pl, t, w)
Norton-Blumenthal Inc. (a)
O'Brien Partition Co. (a, m, g)
October Co. Inc. (me)
Open Office Products, Inc. (a, m)
Outwater Plastics (t)
PPG Industries, (g)
Packard Industries Inc. (a, m, g, me, pl)
Panelfold, Inc. (a, e, f, m, me, pl, w)
Peabody Noise Control Inc. (a)
Penwall Partition Systems, Div. Porta-Fab Corp. (a, m, me)
Pilot Woodworking Co., Inc. (e, f, m, p, s, pl, w)
Pinecrest Inc. (f, m, p, s, w)
Pittsburgh Corning Corp. (a, g)
Pleion Corp. (a, m, me)
Polychromic Designs (a, m)
Product Sales Associates (a)
Richards-Wilcox Mfg. Co. (a, e, f, s, me, w)
Rockaway Inc. (m, g, me)
Rohm & Haas Co. (pl)
Ben Rose Inc. (a)
Sempatap Inc. (a)

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Circle 167 on reader service card

Shelmark Industries Inc. (a, m, p, me, pl, w)
Showcase Systems, Inc. (a)
Silent Sound Systems Inc. (a)
Sound-Ab-Sorb Inc. (a)
Starrco Co. Inc. (a)
Steelcase, Inc. (a, m)
Sunar Hauserman Inc. (m, g, me)
Technal Aluminum Systems, Porce-Len, Inc. (f, m, p, s, g)
Tectum Inc. (a)
Tibbet Inc. (a, m)
Timbercraft Inc. (m)
Transwall Corp. (a, m, g, me, pl)
Trendway Corp. (a, m, g, w)

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USG Acoustical Products Co. (a)

USG Interior Systems
See Our Display Ad In This Issue

Unistrut Building Systems (a, m, p, g, me)
United States Gypsum Co. (a, m, p, g)
The Valley Company

THE VALLEY COMPANY
Subsidiary of Kidde, Inc.
KIDDE
- *UNIQUE WALL SYSTEMS* -
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Vaughan Walls Inc. (a, m, p)
Vicrtex Wallcoverings (a)
Virginia Metal Industries Inc. (m, me)
Voko US Inc. (a, m, g, me)
Wall Technology, Inc. (a)
Wenger Corp. (a)
Winona Industries Inc. (t)
Wolf-Gordon, Inc., Wallcoverings & Upholstery (a)
Working Walls, Inc. (a)

WINDOW SHADES & BLINDS

es—energy/solar controls
g—grass, handwoven
s—shades, cloth & vinyl
r—reed
ro—Roman
v—venetian
vr—vertical
wa—woven aluminum
w—woven wood

Amsterdam Fabricators Corp. (s, v, vr, w)
Appropriate Technology Corp. (es, s)
Carey-McFall Corp. (v)
Carnegie Fabrics Inc. (vr)
Castec, Inc., Architectural Shading Systems (es, s, ro)
Combeau Industries (vr)
ComShade Co., Inc. (es, s)
Conrad Imports Inc. (g, r, ro)
Contemporary Hides (ro)
Coral of Chicago (vr)
Deering Milliken, Inc., Milium Div. (s)
Duracote (es, s)
Eclipse Solar Systems, Inc. (es, s, ro, vr)
Elkhart Door, Inc. (v, w)
Four Seasons Solar Products (es)
General Drapery Services Inc. (es, s, v, vr, wa, w)
General Electric Co., Plastics Group (es)
Graber Industries, Inc. (s, v, vr)
Home & Castle Architectural Window Shading Systems
Hunter Douglas Architectural Prods., Inc. (es, s, v, vr)
Interna Designs Ltd. (s, ro, v, vr, wa, w)
Joanna Western Mills Co. (s, vr, w)
Lazarus Contract (ro, vr, w)
Levolor Lorentzen, Inc. (s, v, vr, wa)
Louverdrape, Inc. (s, vr)
Mecho Shade Corp., Div. Joel Berman & Assoc. Inc. (es, s, vr)
Nanik (es, v, vr)
Norton-Blumenthal Inc. (v)
Pinecrest Inc. (v, vr)
Ben Rose Inc. (es)
Skandia Draperies, Skagfield Corp. (s, v, vr, wa, w)
Standard Textile Inc. (s, vr)
3M, Energy Control Products (es)
The Valley Co.
Verosol USA Inc. (es, s, vr)
Webb Designs, Inc. (g, r, vr,)

MISCELLANEOUS
(other contract furnishings & services)

Acme National Sales Co. Inc. (wall & base cabinets)
Advanced Floral Concepts Inc. (decorative plant topping & display ground cover)
Ambiant Systems Ltd. (site furniture)
Armento Inc. (columbarium)
Art Directions (architectural antiques)
Bannerworks, Inc. (custom textile ceiling systems)
Barrier Free Architectural Products (vanity systems for the handicapped)
Julius Blum, Inc. (concealed hinges, assembly fittings)
Bolt, Beranek & Newman, Inc. (acoustical consultant)

Want Info On Quick-Ship Sources? See The Separate Directory Included In This Issue!

Brass Smith (bar equipment, stanchions & decorative rope)
Brite-Write Sign Co. (audio-visual aids, menu boards)
CIS (Certified Industrial Services Inc.) (storage services)
Castec, Inc., Architectural Shading Systems (motorized shading systems)
Complete Installation Services, Inc. (consultants-human factor/productivity assurance)
Construction Specialties, Inc. (wall protection devices/corner and bumper guards, rubrails, crashrails)
D.G. Mouldings (grooved wall systems, prefinished moulding)
DMO, Inc. (screen, panel reupholstering)
Da-Lite Screen Co., Inc. (projection screens, communications cabinets, credenzas, lecterns, easels)

DA-LITE
A Heritage Communications Company
Electric Projection Screens Warsaw, IN 46580

Data One, Inc. (electronic space planning software)
Deco/Gard Products (wall protection products, bumper guards, corner guards, door and door frame protectors)
Donn Corp. (special finish & aseptic walls)
Eck-Adams Corp. (chairs, clean room/conductive)
Emeco Industries, Inc. (folding stages, band stands, choral risers)
Equipto (steel benches, stools, racks, wire shelving)
Fabrica International (audio-visual cabinets)
Facility Management Institute (facility mgmt. research/education/consultant)
Fiberesin Industries, Inc. (wood laminate lockers)
Flexi-Wall Systems, Div. Wall & Floor Treatments Inc. (wall coverings gypsum-jute)
Flexible Furniture Div., Kewaunee Scientific Equipment Corp. (technical work stations)
Formica Corp. (tambour & synthetic marble)
Garrett Industries (A/V security cabinets, custom workstations)
Glidden Paint Co. (paint)
Grahl International, Inc. (handicapped chair)
Gretchen Bellinger Inc. (classical Greek reproduction furniture)
Harbour House Furniture (nautical furniture, aquarium pieces)
Hardwood Visuals (conference room furniture & accessories)
Indiana Cash Drawer Co. (cash drawers)
Insul-Art Acoustics Corp. (acoustical computer printer enclosures)
The Ironmonger, Inc. (bathroom accessories, shelf brackets, picture rail systems)
Joanna Western Mills Co. (interior wood shutters, mini blinds, pleated shades)
Johnson Rubber Co., Flooring Products Div. (carpet edge guard, carpet reducer strip, carpet to tile adapters)
Kewaunee Scientific Equipment Corp., Lab Div. (laboratory furnishings)
Kroy Inc., Kroy Sign Systems (lettering machines & supplies to update architectural interior sign systems)
LSI Corp. of America, Inc. (relocatable laboratory furniture)
Lamica Corp. (decorative laminate custom furniture)
Litelab Corp. (entertainment systems)
Lumex Inc. (convertible chair-bed)
Marsh Chalkboard Co. (conference center)
Matthews Intl. Corp., Architectural Div. (cast bronze plaques & letters)
Maybrik Corp. (thin brick paving, flooring & veneer)
Metcor Mfg. (metal grommets)
Mid Channel Design & Mfg. (salad bars)
Milcare Inc., A Herman Miller Co. (laboratory, pharmacy furniture)
Mirror of Sweden, Inc. (woven fiberglass)
Mobi Contract Furniture (chaise)
Modar, Inc. (conference dri-erase executive centers)
Benjamin Moore & Co. (paint & stains)
National Products, Inc. (elevator interiors)
Nixdorf Computer Corp. (ergonomic chair for computer user)
Normbau, Inc. (hooks, clothes hangers)
Northern Educational Prods., Inc. (display cases, directory boards)
Norton-Blumenthal Inc. (art furniture, archiectural moldings, wooden venetian blinds)
S. Parker Hardware (door hardware: door closers, panic exit devices, push/pull bars, spring & butt hinges)
Paul Associates Inc. (bathroom fittings, door & cabinet hardware)
Peter Pepper Products Inc. (show cases: free-standing and wall-hung)
Pittsburgh Corning Corp. (glass block)
Proptronics Co. (computer props for displays)
Putnam Rolling Ladder Co. (rolling ladders)
Russ Bassett Co. (custom-designed office systems furniture)
SM Products (USA), Inc. (motorized vertical systems, motorized lift systems, wireless remote control)
Shelmark Industries Inc. (restroom partitions)

See The Guide To Marts, Permanent Exhibits, Associations & Societies!

Sun System Solar Greenhouses, Inc. (solar greenhouses)
Sunbilt Solar Products by Sussman (solar rooms)
Tepromark International, Inc. (wall & corner guards)
ThermaSol Ltd. (whirpools, steambaths)
Tri-Guards, Inc. (corner guards)
USCOA International Corp. (tile-coir vinyl, access entrance areas)
United Technical Products Inc. (computer-grade carpets, carpet tiles)
V.T. Industries (postformed laminate components, aluminum door frames)
Viking Metal Cabinet Co. (metal fabricated cabinets & casework)
The Viscusi Rosan Group Inc., Executive Search (executive search)
Vista Lighting Corp., Subs. of Jac Jacobsen Inds. (hospital/nursing home overbed lighting)
Vista Mfg. (light curtains)
Wenger Corp. (music posture chairs, portable staging, instrument cabinets)
Wicklund Associates Design Inc. (custom corporate logo wallcoverings)
Ralph Wilson Plastics Co. (decorative tambours, access flooring)
The Wiremold Co. (electrical/telephone overhead distribution systems)
Xebron Corp. (architectural plaster embellishments, sandblast etchings)

CLIENT DEMAND PROMOTES QUICK-SHIP

Sources, addresses, telephone numbers, other data listed

Where can I get it? How long will it take? Is it warehoused regionally? Are catalogs available? These are some of the key questions specifiers ask when seeking fast delivery of contract furniture and furnishings. CONTRACT Magazine is pleased to provide the answers in this comprehensive manufacturer Quick-Ship furniture directory.

Designers/specifiers in need of contract furniture on a fast-delivery basis are invited to browse this section. Listed are companies with quick-ship products in the following categories: chairs, desks & credenzas, computer support furniture, files, and open office systems.

Your comments are welcome on how this Quick-Ship directory can be improved to serve your needs even better.
THE EDITORS

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
AGI Industries, Inc. P.O. Box 142 High Point, NC 27261 (919) 434-5011	•					10 days			•	•	
ACME Office Group 211 Lombardy St. Brooklyn, NY 11222 (718) 387-6400					•	10 days		•	•	•	
Acousti-Forms, Inc. 7831 Hickory St. N.E. Minneapolis, MN 55432 (612) 571-6033					•	7-10 days			•	•	
Acoustical Partitions 144 Race St. Holyoke, MA 01040 (413) 533-3986					•	7-10 days			•		
Advance Office Concepts 507 Shoreview Park Rd. Shoreview, MN 55126 (612) 481-0151			•		•	5 days		•	•	•	
Ajusto Equipment Co. P.O. Box 348 Bowling Green, OH 43402 (419) 823-4861	•					5 days or freight paid				•	
Allibert, Inc. 119 W. 57th St. Ste. 1520 New York, NY 10019 (212) 247-7780	•					5-10 days		•	•	•	
Allsteel, Inc. Allsteel Dr. Aurora, IL 60507 (312) 859-2600	•	•	•	•	•	7 days to 3 weeks			•	•	
Amotek/Lusa, Inc. 37 North Ave. Norwalk, CT 06851 (800) CHAIRSS	•							•	•	•	Additional product group: Conference Tables/Boardroom
Anthro Corporation 3221 N.W. Yeon Portland, OR 97210 (503) 241-7113 (800) 325-3841			•			1 week			•	•	
Arnold Furniture, Inc. 400 Coit St. Irvington, NJ 07111 (201) 399-0505		•	•	•		2-4 weeks			•	•	

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Artec 1600 Royal St. Jasper, IN 47546 (812) 482-1600		•			•	20-25 days			•	•	
Artopex, Inc. 2121 Berlier Laval, Quebec H7L 3M9 Canada (514) 332-4420	•	•	•	•	•	3 days to 3 weeks		•		•	
Atelier International 595 Madison Ave. New York, NY 10022 (212) 644-0400	•	•		•	•	10-20 days			•		
August Incorporated P.O. Box 43 Centerville, OH 45459 (513) 434-2520	•					1 week			•	•	
Beelner & Thomas 475 E. Duarte Rd. Monrovia, CA 91016 (818) 357-6051	•	•				2 weeks			•	•	
Bevco Precision Manufacturing 831 Chicago Ave. Evanston, IL 60202 (312) 328-4254	•					10 days			•		
Bevis Custom Furniture P.O. Box 2280 Florence, AL 35630 (205) 766-6497	•		•			10-14 days			•		
Beylerian Limited 305 E. 63rd St. New York, NY 10021 (212) 755-6300	•					5 days			•		
Biltrite Nightingale, Inc. 10251 Ray Lawson Blvd. Montreal, Quebec H1J 1L7 Canada (514) 352-7770	•	•	•	•		10 days		•	•	•	
The Boling Co. P.O. Box 409 Siler City, NC 27344 (919) 663-2400	•	•				1-10 days			•	•	
John Boos & Company 315 S. First St. Effinham, IL 62401 (217) 347-7701	•					2 weeks		•	•	• ('87)	Addt'l. Product Group: Wood & Metal Bases
Brandrud Furniture, Inc. 1502 20th St. N.W. Auburn, WA 98002 (206) 838-6500	•					15 days			•	•	
Brayton International Collection 255 Swathmore Ave. High Point, NC 27264 (919) 434-4151	•					20 days			•	•	
Brickel Associates, Inc. 515 Madison Ave. New York, NY 10026 (212) 688-2233	•					20 days			•	•	
D.S. Brown Co. Pacific Design Ctr. SP 272 8687 Melrose Ave. Los Angeles, CA 90069 (213) 659-1239	•					5-14 days		•	•	•	

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The Buckstaff Co. 1127 S. Main Oshkosh, WI 54901 (414) 235-5890	•					10 days			•		
Cano Corporation 225 Industrial Rd. Fitchburg, MA 01420 (617) 342-0953	•				•	2-5 days		•	•	•	
Carolina Seating Company 101 Liberty Dr. Thomasville, NC 27360 (919) 472-7766	•					18 days			•	•	
Cartwright P.O. Box 2798 High Point, NC 27261 (919) 889-9400	•					15 days				•	
Charlotte Company 1129 S. Bridge Belding, MI 48809 (616) 794-1700	•	•		•		10 days			•	•	
CHF Industries, Inc. 150 Pine St. Grayslake, IL 60030 (800) CHF-KWIK		•	•		•	10-15 days			•	•	
Commonwealth Contract Furnishings P.O. Box 667 Bassett, VA 24055 (703) 629-3351	•	•	•			10 days			•	•	
Compucart, Div. of Versa Tec Corp. P.O. Box 2095 Tampa, FL 33601 (800) 237-9024			•			2-3 weeks			•	•	
Condi-Div. of Pacific Furniture Mfg. Co. 1965 E. Vista Bella Way Compton, CA 90224 (213) 774-8300	•	•				20 days			•		
Contec P.O. Box 76540 Atlanta, GA 30328 (404) 993-7654	•	•				2 weeks			•		
Continental Creative Sales 141 Lanza Ave. Garfield, NJ 07026 (201) 546-9698	•					7-10 days		•	•	•	
Corry and Hiebert Corp. 511 E. John W. Carpenter Frwy Irving, TX 75062 (800) 458-0593	•	•				4 days			•	•	
Craftsman Office Furniture 14113 S. McKinley Ave. Los Angeles, CA 90059 (213) 638-6118	•	•		•		5 days to 3 weeks			•	•	
Cumberland Furniture Corp. 36-35 36th St. Long Island City, NY 11106 (718) 937-6300	•	•				10 days			•	•	
Curtis Products Limited 495 Ball St. Cobourg, Ont. K9A 4P9 Canada (416) 372-2184	•					10 days			•	•	

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Dar/Ran Furniture Inds. 2402 Shore Dr. High Point, NC 27264 (800) 334-7891		•	•	•		10 days			•	•	
Danwood Design 21616 87th Ave. S.E. Woodinville, WA 98072 (206) 485-8524					•	10 days			•		
Data-Mate P.O. Box 408 Nashua, NH 03061 (603) 882-5142			•			5 days			•	•	
Datum Filing Systems, Inc. 270 Adams Blvd. Farmingdale, NY 11735 (516) 293-4650 (800) 828-8018			•			5 days			•	•	
Davis Furniture Industries 602 W. Linden Ave. High Point, NC 27261 (919) 889-2009	•					4 weeks			•	•	
Decar Corporation 7615 University Ave. Middleton, WI 53562 (608) 836-1911			•			5 days			•		
Delco Associates, Inc. 55 Old Field Point Rd. Greenwich, CT 06836 (203) 661-5101						5 days		•	•	•	Addt'l. Product Group: Mail room tables & racks/Desk top organizers
Design-Spec Seating 338 Hernando St. Memphis, TN 38126 (901) 522-8511	•					10 days	•		•		
Designer Imports International 4202 W. Jefferson Blvd. Los Angeles, CA 90016 (213) 732-9448	•					21 days			•		
Diversified Furniture Imports 12 Troy Hills Rd. Whippany, NJ 07981 (201) 428-5440				•		2 days		•	•	•	
Domore Corporation P.O. Box 1289 Elkhart, IN 46515 (219) 293-0621	•				•	7 days			•	•	
Dyn Corp. 285 Palisade Ave. Cliffside Park, NJ 07010 (201) 945-6662						1-2 weeks			•		
EMU/USA 2318 Fraver Dr. Reading, PA 19605 (215) 376-3386	•					5 days		•	•		
Eagle Computer Furniture Systems 1808 Holste Rd. Northbrook, IL 60062 (800) 223-3962			•			10 days			•	•	
Estel Inc. 6695 Peachtree Ind. Blvd. Atlanta, GA 30360 (606) 446-0933		•				24 hours from receipt of p.o.		•		•	

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Executive Furniture, Inc. 400 W. County Rd. P.O. Box 167 Huntingburg, IN 47542 (800) 221-7469		•	•			2 days		•	•	•	
Executive Office Concepts 1705 Anderson Ave. Compton, CA 90220 (213) 537-1657	•	•	•	•	•	20 days			•	•	
FDL/Flair Designs Ltd. 1701 N. Market Kokomo, IN 46901 (317) 452-6000	•					7 days or less			•	•	
Fantoni USA, Inc. 104 Greene St. New York, NY 10012 (212) 219-2321	•					4-21 days				•	
Fire King International 900 Park Pl. New Albany, IN 97150 (800) 457-2424				•		5 days		•	•		
Fixtures Furniture 1642 Crystal Kansas City, MO 64126 (816) 241-4500	•					3 weeks or less			•	•	
Sam Flax 111 Eighth Ave. New York, NY 10011 (212) 620-3000	•			•		Rush del. avail. at their cost		•		•	
Flexsteel Industries P.O. Box 877 Brunswick Industrial Blk. Dubuque, IA 52001	•					10 days			•	•	
Frontline Products, Inc. 1915 W. Glenoaks Blvd. Glendale, CA 91201 (818) 843-1860			•			7 days		•	•		
Functional Office Furniture 1281 Anderson Dr. San Rafael, CA 94901 (415) 457-4143	•		•			24 hours/ free freight in U.S.A.		•	•	•	
G/O Furniture, Inc. 2392 E. 48th St. Los Angeles, CA 90058 (213) 589-9181	•	•				5 days to 3-4 weeks			•	•	
Gargoyles Ltd. 512 S. Third Philadelphia, PA 15147 (215) 629-1700	•	•	•	•	•	30-60 days			•	•	
Garrett Industries 802 E. King St. Garrett, IN 46706 (800) 538-2592 (IN) (800) 628-1945 (US)	•		•			5-10 days			•		
Gasser Chair Co., Inc. 4136 Loganway Youngstown, OH 44505 (216) 759-2234	•					30 days when in stock		•	•	•	
Ghariany Executive 2020 Post Oak Blvd. Houston, TX 77056 (713) 871-0330	•	•				10 days		•			

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Gilbert International, Inc. 2945 Stuart Dr. Fort Worth, TX 76104 (817) 921-5331	•					2-3 weeks			•	•	
Girsberger Industries, Inc. P.O. Box 1990 Hwy. 70 West Smithfield, NC 27577 (919) 934-0545	•					10 days			•	•	
E.R. Gonom Corporation 10848 Cantara St. Sun Valley, CA 91352 (818) 504-0020	•					2 days		•	•	•	
Gordon International 200 Lexington Ave. New York, NY 10016 (212) 532-0075	•					2 weeks		•	•	•	
Grahl International 100 S. Michigan P.O. Box 345 Coldwater, MI 49036 (517) 270-8011	•					10 days			•		
Gregson Furniture Industries 206 E. Frazier Liberty, NC 27298 (919) 622-2201	•					Immediate shipment upon clearance of order			•	•	
Gunlocke Company One Gunlocke Dr. Wayland, NY 14572 (716) 728-5111	•	•			•	5-15 days		•	•	•	
HAG USA, Inc. 108 Landmark Greensboro, NC 27409 (919) 668-9541	•					2 days		•		•	
F.E. Hale Manufacturing, Inc. P.O. Box 751 650 W. German St. Herkimer, NY 13350 (315) 866-4250		•				1 week		•	•	•	
Haller Systems, Inc. 17741 Cowan Ave. Irvine, CA 92714 (714) 660-1555		•	•	•	•	3 days			•	•	
Hardwood House 569 Lyell Ave. Rochester, NY 14606 (716) 254-0600	•	•				20 days minimum			•	•	
Harmon, Div. of Brandrud Furniture, Inc. 1933 Dock St. Tacoma, WA 98401 (206) 383-5367		•			•	1 week			•	•	
Harter Corporation Prairie Ave. Sturgis, MI 49091 (616) 651-3201 (800) 253-2087	•		•		•	10 days			•	•	
Haskell of Pittsburgh 231 Haskell Lane Verona, PA 15101 (412) 828-6000	•	•	•	•	•	5 days		•	•	•	
Haworth, Inc. One Haworth Center Holland, MI 49423 (616) 392-5961	•		•		•	10 days to 5 weeks		•		•	

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Helikon Furniture Company 607 Norwich Ave. Taftville, CT 06380 (203) 886-2301	•					5 weeks			•	•	
Hickory Business Furniture 900 12th St. Drive N.W. Hickory, NC 28601 (704) 328-2064	•					15-20 days			•	•	
Hickory Chair Company 37 Ninth St. Pl. S.E. Hickory, NC 28601 (704) 328-1801	•					4 weeks	•		•	•	
Hickory Leather Co., Inc. Rte. 3, P.O. Box 423 Vale, NC 28168 (704) 462-2988	•					10 days to 2 weeks			•	•	
High Point Furniture Industries P.O. Box 2063 High Point, NC 27261 (919) 431-7101	•	•				1 week		•	•	•	
Hubbard/HSP Computer Furn. 1946 Raymond Dr. Northbrook, IL 60062 (312) 272-7810	•					5-7 days			•	•	
ICF, Inc. 305 E. 63rd St. New York, NY 10021 (212) 750-0900	•					2 weeks					
IZCO Seating, Inc. 2001 W. Main St. Stamford, CT 06902 (203) 348-9090	•					2 days			•	•	
Interior Woods, Inc. 16318 Meridian S. Puyallup, WA 98373 (206) 848-2200		•			•	10 days					
Interna Designs 6-168 Merchandise Mart Chicago, IL 60654 (800) INTERNA	•					2 weeks		•			
Invincible Metal Furniture Co. 842 S. 26th St. P.O. Box 607 Manitowoc, WI 54220 (414) 682-4601	•	•	•	•	•	10 days		•	•	•	
Inwood Office Furniture P.O. Box 646 Jasper, IN 47546 (812) 482-6121		•		•		1 day to 3 weeks		•	•	•	
JG Furniture Systems, Inc. 121 Park Ave. Quakertown, PA 18951 (215) 536-7343	•	•	•		•	1 week			•		
JSI—Jasper Seating 932 Mill St. Jasper, IN 47546 (812) 482-3204	•					10 days			•	•	
Jasper Chair Company, Inc. Eighth & Fairview Jasper, IN 47546 (812) 482-5239	•					10 days			•	•	
Jefsteel Business Equipment Corporation 1345 Halsey St. Brooklyn, NY 11237 (718) 497-4004			•	•		3 days			•	•	

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Jofco, Inc. P.O. Box 71 Jasper, IN 47546 (800) 23 JOFCO		•				3 days		•	•	•	
Juhasz, Inc. 4515 W. Adams Los Angeles, CA 90016 (213) 731-6789	•					5-10 days		•			
KD/Context One KD Dr. Belmont, MS 38827 (601) 454-3451	•					3 days		•	•	•	
Kasparians, Inc. 1708 N. Tyler Ave. South El Monte, CA 91733 (818) 444-0101	•	•				15 days				•	
Keilhauer Contract Seating 946 Warden Ave. Toronto, Ont. M1L 4L9 Canada (416) 759-5665	•					25 days			•		
Kimball Office Furniture Co. 1600 Royal St. Jasper, IN 47546 (812) 482-1600	•	•	•	•		10 days		•	•	•	
Kinetics 110 Carrier Dr. Rexdale, Ont. M9W 5R1 Canada (416) 675-4300	•					3-5 weeks			•	•	
King Arthur, Inc. 965 Bethel Ave. Pennsauken, NJ 08110 (609) 662-9010						1 week		•	•	•	
Kittinger 1893 Elmwood Ave. Buffalo, NY 14207 (716) 876-1000	•	•	•			10 days			•	•	
Knoll International 105 Wooster St. New York, NY 10012 (212) 219-6500	•	•	•		•	10 days		•	•	•	
Kofabco, Inc. 21 E. Riverside Dr. Peru, IN 46970 (317) 473-6691	•					5 days			•		
Kroin Incorporated Charles Square, Ste. 300 Cambridge, MA 02138 (617) 492-4000	•	•	•	•		5 days			•		
Kron U.S.A. 1321 N.W. 65th Pl. Ft. Lauderdale, FL 33309 (305) 973-6911	•					2 days to 6 weeks			•		
Krueger, Inc. 1330 Bellevue St. Green Bay, WI 54308 (414) 468-8100	•		•			2 weeks		•	•	•	
LUI-Laminates Unlimited 5500 E. Lombard St. Baltimore, MD 21224 (301) 522-4135		•	•	•		10 days to 2 weeks			•	•	

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
LA-Z-BOY 1275 Greenfield Monroe, MI 48161 (313) 242-1444	•	•				2 days		•	•	•	
Lehigh-Leopold Furniture Corp. 2825 Mt. Pleasant Street Burlington, IA 52601 (319) 753-2271	•	•		•		10 days	•	•	•	•	
Lewittes Furniture Enterprises 171 Madison Ave. New York, NY 10016 (212) 684-2255	•					2 weeks			•		
Lifeline Industries, Inc. 330 E. Main St. Swainsboro, GA 30401 (800) 237-1117	•					2 days		•	•		
Lista International 2601 Pinewood Dr. Grand Prairie, TX 75051 (214) 988-9128			•	•	•	10 days			•	•	
Lumex 100 Spence St. Bayshore, NY 11706 (516) 273-2200	•					2 weeks		•	•	•	
Lunstead 8655 S. 208th Kent, WA 98031 (206) 872-8835		•				1 week		•	•	•	
Luxor Corporation 2245 Delany Rd. Waukegan, IL 60085 (312) 244-1800			•			5 days			•	•	
MB Designs, Inc. 737 Second St. Oakland, CA 94607 (415) 835-2080		•				15 days or less			•	•	
MII Lundia, Inc. 600 Capital Way Jacksonville, IL 62650 (217) 243-8585				•		25 days			•		
MTS Seating 1244 W. Dean Rd. Temperance, MI 48182 (312) 847-3875	•					6-10 days			•		
Madison Furniture Industries P.O. Box 111 Canton, MS 39046 (601) 859-8000	•	•				2 weeks			•	•	
Magna Design, Inc. 5804 204th St. S.W. Lynnwood, WA 98046 (206) 776-2181	•	•	•	•	•	3-21 days			•	•	
Magnuson Group, Inc. 161 Tower Dr. Burr Ridge, IL 60521 (312) 850-9088	•	•	•	•		2-5 days			•	•	
Cy Mann Designs, Ltd. 979 Third Ave. New York, NY 10022 (212) 758-6830	•					2-4 weeks		•		•	
Marden Manufacturing, Inc. 5823 N. Ravenswood Chicago, IL 60660 (800) 621-5166	•					15 days			•	•	

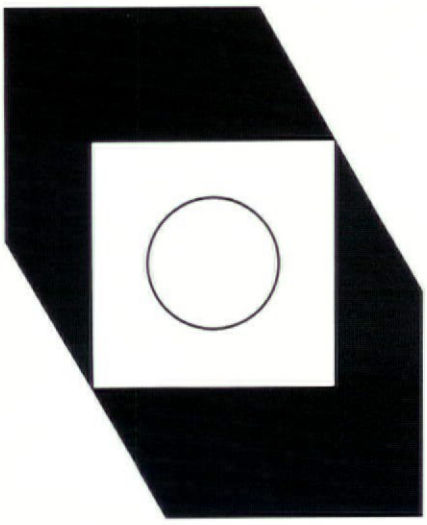
Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Marnay Sales & Manufacturing 41 E. 42nd St. New York, NY 10017 (212) 682-0920	•			•		7 days			•	•	
Martin Design International 13450 Farmington Livonia, MI 48150 (313) 525-4150	•					2-3 days			•	•	
Marvel Metal Products 3843 W. 43rd St. Chicago, IL 60632 (312) 523-4804			•		•	5 days		•	•		
Meridian, Inc. 18558 171st Ave. P.O. Box 768 Spring Lake, MI 49456 (616) 846-0280				•		10 days			•	•	
MICRODYNE Company P.O. Box 1056 330 Ashland Rd. Mansfield, OH 44901 (419) 522-0001	•					4-6 weeks			•		
Mode Corp. 14700 Doolittle Dr. San Leandro, CA 94577 (415) 895-8570	•				•	10 days			•		
Modu-Build, Inc. 1750 Steeles Ave. W. Ste. 9A Concord, Ont. L4K 2L7 Canada (416) 665-1793	•				•	4 weeks			•	•	
Monel Contract Furniture, Inc. P.O. Box 291 Oakland Gardens, NY 11364 (718) 225-8535	•					2 weeks					
Montisa Office Furniture 701 Ranney Dr. P.O. Box 400 Greenville, MI 48838 (616) 754-5601				•		2 days		•	•	•	
Mueller Furniture Corp. 514 Fifth St. N.W. P.O. Box 262 Grand Rapids, MI 49501 (616) 451-2738	•					10 days			•	•	
Myrtle Desk Company P.O. Box 2490 High Point, NC 27261 (919) 885-4021	•	•				3-10 days			•	•	
National Office Furniture Co. 1600 Royal St. Jasper, IN 47546 (812) 482-1600	•	•	•	•		3-10 days		•	•	•	
Nienkamper 415 Finchdene Sq. Scarborough, Ont. M1X 1B7 Canada (416) 298-5700	•					3 weeks			•	•	
Novikoff, Inc. 2100 E. Richmond Ft. Worth, TX 76104 (817) 535-0826	•	•				10 days			•	•	

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Office Furniture Systems (OFS) 431 Fourth St. Huntingburg, IN 47542 (812) 683-4848		•		•		5-10 days			•		
Omni International, Inc. P.O. Box 669 Vernon, AL 35592 (205) 695-9173		•	•		•	5 days		•	•		
PCI-Tandem, Div. of Panel Concepts, Inc. 6905 Aragon Circle Buena Park, CA 90620-1118 (714) 521-6222 (800) 624-6118 (US)	•	•				10 days			•	•	
Packard Industries, Inc. 1515 U.S. 30 North Niles, MI 49120 (800) 253-0866					•	20-30 days			•		
Palazzetti, Inc. 215 Lexington Ave. New York, NY 10016 (212) 684-1199	•					3 weeks		•		•	
Panel Concepts, Inc. 3001 S. Yale St. Santa Ana, CA 92704 (714) 979-3680					•	5 days			•	•	
Paoli, Inc. 524 N.E. Third St. Paoli, IN 47454 (800) 457-7415	•	•	•			15 days			•	•	
Patrician Furniture Co. P.O. Box 2353 High Point, NC 27260 (919) 889-6186 (800) 334-9309	•					15 days		• (NY only)		•	
Polychromic Designs P.O. Box 354 Bellmore, NY 11710 (516) 643-4227					•	10-15 days			•		
Position People Corp. 6304½ Riverdale St. San Diego, CA 92120 (619) 281-9848	•					Next day UPS			•		
Precision Manufacturing, Inc. 2200 52nd Ave. Montreal, Que. H8T 2Y6 Canada (514) 631-2120					•	10 days or less	•		•	•	
Procaccino II, Inc. 1522 S. Seventh St. Philadelphia, PA 19147 (215) 925-9114		•				30 days	•		•	•	
Pronto Chair 6644 Orchard Lake Rd. W. Bloomfield, MI 48033 (313) 851-2463	•					2-3 weeks			•	•	
R.S. Furniture, Inc. 395 St. Croix Montreal, Que. H4N 2R6 Canada (514) 747-1171	•	•				10 days			•		

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Reff, Inc. 1000 Arrow Rd. Weston, Ont. M9M 2Y7 Canada (416) 741-5453		•				10 days			•	•	
Edward Axel Roffman Associates, Inc. 2625 Mitchell Ave. Allentown, PA 18103 (215) 797-8550	•	•				4 weeks			•	•	
Romac Fabrications, Inc. 216 W. 24th St. Charlotte, NC 28237 (704) 334-4795	•	•				4-6 weeks			•	•	
Rosemount Office Systems, Inc. 21785 Hamburg Ave. Lakeville, MN 55044 (612) 469-4416					•	10 days			•		
Rudd International 1025 Thomas Jefferson St. N.W. Washington, DC 20007 (202) 333-5600	•					5 days		•		•	
St. Timothy Chair Co. St. Timothy Industrial Park Hickory, NC 28601 (704) 324-2904	•					5 days to 4 weeks			•	•	
Shaw-Walker Company P.O. Box 209 Muskegon, MI 49443 (616) 725-4200	•	•	•	•	•	10 days		•	•	•	
Smith System P.O. Box 64515 St. Paul, MN 55164 (612) 636-3560	•	•	•			4 days			•	•	
Smokador 200 Carter Dr. Edison, NJ 08818 (201) 287-8400					•	10 days			•	•	
Springer-Penguin, Inc. 11 Brookdale Pl. Mt. Vernon, NY 10550 (914) 600-3200				•		1-10 days		•	•		
Stakmore Company, Inc. Elm St. Oswego, NY 13827 (607) 687-1616	•					3-5 days			•		
STAMP-Contract & Leisure Seating 133 W. 19th St. New York, NY 10011 (212) 205-6337	•					3 days			•		
Steelcase P.O. Box 1967 Grand Rapids, MI 49501 (616) 247-2280	•	•	•	•	•	5 days		•		•	
Storwal International, Inc. 1 Yonge St., Ste. 1501 Toronto, Ont. M5E 1E5 Canada (416) 862-1322				•		5-20 days				•	

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Alex Stuart Design, Inc. 20735 Superior St. Chatsworth, CA 91311 (818) 998-1332	•	•		•		1 week			•		
Stylume-Div. of Brown Jordan Co. 14475 N.W. 26th Ave. Opa Locka, FL 33054 (305) 681-8507	•					7-10 days			•		
Sunar Hauserman Inc. 5711 Grant Ave. Cleveland, OH 44105 (216) 883-1400	•	•	•	•	•	2-4 weeks		•	•	•	
Superior Furniture Manufacturing 2044 47th St. Sarasota, FL 33580 (813) 355-8523	•					1 week	•		•	•	
Supreme Equipment & Systems 170 53rd St. Brooklyn, NY 11232 (718) 431-3800 (800) FILING-1				•		Call 800 # for details		•	•	•	
Syma Systems, Inc. 1880 Princeton Ave. Lawrenceville, NJ 08648 (609) 393-1900					•	10 days			•	•	
Systems Manufacturing Corp. 13 Broad St. P.O. Box 343 Binghamton, NY 13902 (800) 762-7587			•	•		2 weeks			•	•	
Taylor Chair 75 Taylor St. Berlford, OH 44146 (216) 232-0700	•					3 weeks			•	•	
Teknion Furniture Systems, Inc. 607 Canarctic Dr. Downsview, Ont. M3J 2P9 Canada (416) 661-3370					•	4 weeks			•		
Thayer Coggin Institutional 427 South Rd. High Point, NC 27262 (919) 841-6000	•					10 days			•	•	
Thonet Industries, Inc. 491 E. Princess St. York, PA 17405 (717) 845-6666	•					10 days	•			•	
Tiffany Stand & Furniture Co. 9666 Olive Blvd. St. Louis, MO 63132 (314) 991-1700			•			7-10 days		•	•	•	
Transwall Corporation 143 Pennsylvania Ave. Malvern, PA 19355 (215) 647-3040					•	2 weeks			•	•	
Trenoler Metal Products, Inc. 1750 S. Kilbourn Chicago, IL 60623 (312) 762-3300						5 days			•		Addt'l Product Group: Pedestal Bases
Trendway Corp. 13467 Quincy St. Holland, MI 49423 (616) 399-3900					•	5 days			•	•	

Name	Chairs	Desks/Credenzas	Computer Support Furniture	Files	Open Office Systems	Quick-Ship Policy Days to Ship	Shipment Guaranteed	Warehouse Regionally	Drop-ship directly from Factory	Quick-Ship Catalog/ brochure	Comments
Tropicane Industries 200 Kansas St., Ste. 221 San Francisco, CA 94103 (415) 861-3495	•					4-10 days		• (Oakland)	•		
Tropitone Furniture Co., Inc. P.O. Box 3197 Sarasota, FL 33578 (813) 355-2715	•					2 weeks			•	•	
USABBCO Corporation 6331 Glade Ave. H-219 Woodland Hills, CA 91367 (818) 703-7927	•	•	•	•	•	2 days		•		•	
Vecta Contract 1800 S. Great Southwest Pkwy. Grand Prairie, TX 75051 (214) 641-2860	•					5-20 days			•	•	
Versteel Hwy. 231 & 56 Jasper, IN 47546 (812) 482-3043						2-5 weeks			•		
Virco Manufacturing Corp. 1331 W. Torrance Blvd. Torrance, CA 90501 (213) 532-3570	•	•	•	•		1 week		•		•	
Vitra Seating, Inc. 410 E. 62nd St. New York, NY 10021 (212) 935-0365	•					10 days			•	•	
Watson Furniture Systems 12715 Miller Rd. N.E. Bainbridge Island, WA 98110 (206) 842-6601		•	•	•	•	3-15 days			•		
Westin-Nielsen 4301 White Bear Pkwy. St. Paul, MN 55110 (612) 426-4625	•					10 days			•	•	
Westinghouse Furniture 4300 36th St. S.E. Grand Rapids, MI 49508 (616) 949-1050	•		•		•	5 days			•	•	
Westnofa USA, Inc. 7040 N. Austin Ave. Niles, IL 60648 (312) 647-7415	•					3 weeks		• (Chicago only)		•	
Wilson Jones Company 6150 W. Touhy Ave. Chicago, IL 60648 (312) 774-7700			•			3-5 days			•		
Wood Design Company, Inc. 1111 Beechwood Ave. French Lick, IN 47432 (812) 936-9977		•				2 days to 2 weeks			•	•	
Worden Company 199 E. 17th St. Holland, MI 49423 (616) 392-1848	•					3 weeks			•	•	
Wyandot Seating 118 River Bucyrus, OH 44820 (419) 562-1000	•					4 weeks or Freight Free			•	•	
Les Young & Associates, Inc. 19901 Ventura Blvd. Woodland Hills, CA 91364 (818) 710-1224	•	•		•		4-6 weeks			•	•	
Zographos Designs Ltd. 150 E. 58th St. New York, NY 10155 (212) 421-6650	•					2-3 weeks			•		



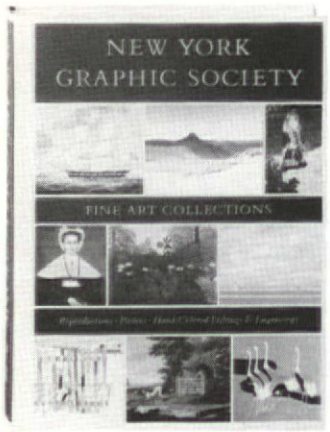
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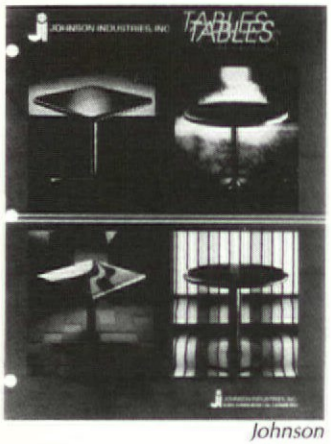
Send your tax-deductible contributions to: Foundation for Interior Design Education Research. 242 West 27 Street, New York, New York 10001. 1/212/929-8366.

This advertisement is a contribution by this publication through the FIDER Development Task Force.



New York Graphic Society

New York Graphic Society offers their new catalog, "Fine Art Collections," a permanent bound hardcover book with more than 600 pages and containing over 2,000 reproductions, posters, and hand-colored etchings and engravings. The new edition has been totally reorganized and edited, and offers special appeal to interior designers, contract specifiers, and art consultants. **Circle No. 345.**

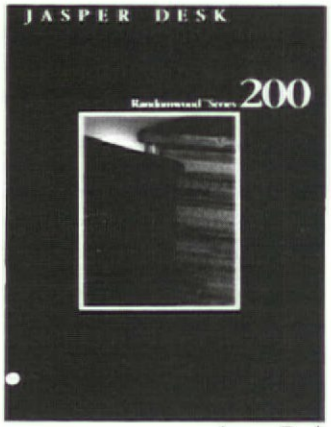


Johnson

A new 14-page catalog of contract tables from Johnson Industries Inc. highlights the large number of top, edge, and base combinations available to designers from the table manufacturer. **Circle No. 346.**

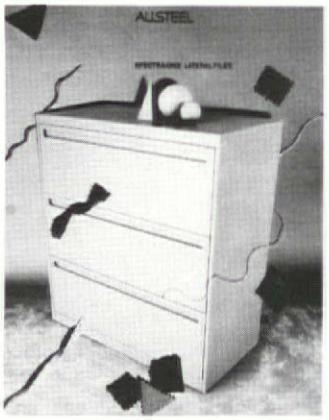
Product literature from Delta Manufacturing and Sales, Inc. explains and illustrates The BAF, CSF, and DMS series panels of Delta Panels. **Circle No. 301.**

The National Council for Interior Design Qualification (NCIDQ) has published the second edition of its examination study guide. an essential document for all candidates taking the NCIDQ Examination. The study guide contains information on the graphic section of the written examination and an updated reading list along with sample questions. **Circle No. 292.**



Jasper Desk

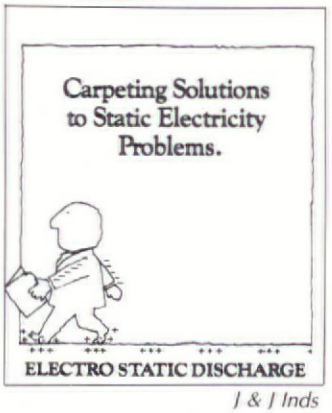
The Randomwood Series 200 from Jasper Desk is contained in a color brochure from the firm. The 30-piece collection is rendered in solid oak by architect/designer H. Paul Browning. **Circle No. 311.**



Allsteel

Allsteel's new Spectra-One lateral files are featured in a brochure illustrating the product in a few of the color options available for specification. Line coordinates with furnishings, carpeting, accessories, or any office decor. **Circle No. 293.**

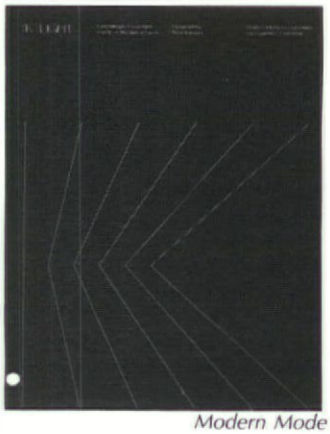
J & J Industries. Inc. has available "Carpeting Solutions to Static Electricity Problems," a cartoon-illustated brochure offering some hints on solving this dilemma. **Circle No. 306.**



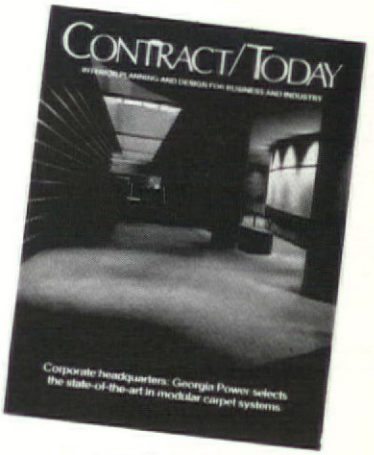
J & J Inds

"75 Years for a Better Office World" is the title of Voko's catalog presentation of the company. Illustrated by color photographs and sketches, literature provides background on the history and philosophy of the firm and explains the production process for its office systems. **Circle No. 347.**

The "K" Light, designed by Brian Kimura for Modern Mode Inc., is described in a leaflet from the firm. More than a task light, the "K" Light swivels and extends to direct its low energy (yet high intensity) light on the appropriate worksurface area. Its adjustability is ideal to help minimize glare on computer terminals. **Circle No. 305.**

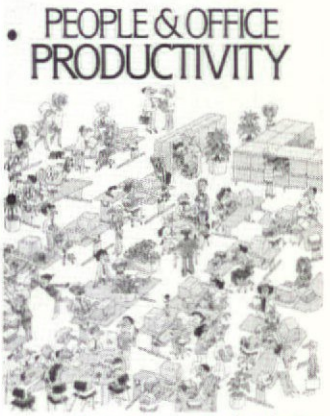


Modern Mode



Lees Commercial Carpet

Lees Commercial Carpet Company has published a commercial carpet case study involving the design and carpet specification process for client Georgia Power. This Atlanta corporate headquarters building is carpeted in a combination of broadloom and modular systems, all detailed in the case study. **Circle No. 307.**



Human Factor Technologies

A brochure, entitled "People and Office Productivity," was written as a collaborative effort between Human Factor Technologies, marketers of Generation III adjustable computer support furniture and Combi chairs, and M. Franz Schneider, president, HumanTech, Inc., an internationally recognized expert in the field of office productivity. The report details time utilization, workstation design, improvements in the workplace, furniture payback period, and return on capital investment. **Circle No. 297.**



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Circle 177 on reader service card

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REPRESENTATIVES WANTED

REPRESENTATIVES WANTED

We are a California-based subsidiary of a Swiss office furniture manufacturer. Our high-quality, open-plan system requires aggressive conceptual selling. We are looking for established representation for several key territories throughout the U.S. to call on Designers, Dealers, and End-users. Send resumes to Nat. Sales Mgr., Haller Systems, Inc., 17741 Cowan Ave., Irvine, CA 92714.

REPRESENTATIVES WANTED

Rockaway, Inc., a 40 year established manufacturer of movable demountable floor to ceiling partition systems seeks effective representation for NYC, Long Island and Westchester County, NY, Pittsburgh, Philadelphia, Washington, D.C., New Jersey, Florida, Atlanta and Minneapolis territories. Full factory support, excellent sales materials, and known for consistent high quality, on-time delivery and customer service. Send resume to Kerry Washay, Vice President, Sales and Marketing, Rockaway, Inc., Architectural Wall Systems Division, 175 Roger Ave., Inwod, NY 11696.

REPRESENTATIVES WANTED

Major wood office furn. and systems mfr. has key territory openings in New York, D.C., Carolina, Atlanta and Hawaii market centers. Must have A&D, dealer and facility mgr. following. Supportive literature, natl. adv., inventory, 800 numbers and factory vans. Reply to Box 116, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REP NEEDED—SOUTH U.S.

Multi-Million dollar rep group with nationally known contract lines need commission sales persons to work Texas and surrounding states. Deal with A & D, hospitality, healthcare, military, purchasing agents and management companies. Box 119 CONTRACT, 1515 Broadway, New York, NY 10036.

SALES REPRESENTATIVES

Full line manufacturer of highly styled, high quality, medium priced upholstered contract furniture seeks qualified sales representatives for north Texas, Okla, & Arkansas. Southern California territory also available. Applicants should have well-established, solid based contacts within dealer, architectural & designer/specifier field. Please send resume with current lines & territories covered to VP Sales/Marketing, AGI Industries Inc., PO Box 142, High Point, NC 27261.

CONTRACT FABRIC SALES

Contract Rep firm needed to represent high-end European upholstery fabric collection. Customer base established for organization experienced in sales within the A & D market. Several territories available nationwide. For information contact Kevin Zuzich, 1-800-451-2020.

REPS WANTED

Leading Canadian Mfg. looking for top calibre rep firms for innovative NEW decorative interior railing and accessory product. To call on A & D's, specifiers and chain accounts.
Please respond with market area, general Company background and potential client list. A prompt reply necessary for this opportunity to:

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DEADLINE: Fifth of the month prior to publication.
RATES:$73.00 per column inch (approximately 37 characters to a line. 7 lines per inch). All copy is pub set at no charge. For blind box number, please add $5.00, per insertion.

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Organization _____

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CLASSIFIED ADVERTISEMENTS

REPRESENTATIVES WANTED

MANUFACTURER'S REPS
WANTED FOR CENTRAL UNITED STATES
We are a proprietary manufacturer now expanding our OEM design and production capabilities. If you are active with the architectural and design communities, please call or write:
Douglas Ross
Decar Corporation
P.O. Box 187
Addison, IL 60101
312/543-8050

OPPORTUNITY KNOCKING
Southwest drapery manufacturing company looking for sales reps currently working in the hospitality and healthcare markets. We are a quality manufacturer of draperies, bedspreads and accessories. We also represent fabrics, casegoods, chairs, pool furniture and artwork from other complementary manufacturers. Liberal commission package. Strong internal support. Send resume and salary requirements to Box 107, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPS
Manufacturer of quality lighting and giftware is expanding to a nationwide program. We are seeking representatives in selected territories with abilities to call on contract dealers, designers and purchasing groups. Submit current lines and reply to Box 118, CONTRACT, 1515 Broadway, New York, NY 10036.

Manufacturer of high end silk trees, plants and florals seeking representatives presently calling on contract dealers, specifiers, designers and purchasing groups. High commissions. Send resume to Make Be-Leaves, 18720 Oxnard St., #112, Tarzana, CA 91356. (818) 708-2859.

CONTRACT REPRESENTATIVES WANTED for manufacturer of major framed pictures. Several territories available. High commission. Call or write Hope Picture Inc., 34150 Autry, Livonia, MI 48150. (313) 427-8570.

HIGH END DECORATIVE contract lighting line available for representation. Product geared for hotel, restaurant, theater, bank and similar specification jobs. Kalmar Lighting, 8687 Melrose Ave., #404, Los Angeles, CA 90069. 213-659-6510.

MANUFACTURER REPS
Manufacturer of upholstered furniture, office furniture, healthcare and interior mill work desires reps in the following territories:
MA, CT & RI
MD, DC, DE, VA
western OH, IN, IL, MI
Send resume to Box 113, CONTRACT, 1515 Broadway, New York, NY 10036

CRAFTSMAN OFFICE FURNITURE CORP. is seeking independent manufacturers representatives for selected territories. Craftsman is a fifteen year old manufacturer of wood case goods and seating. Please send resume including current lines to Craftsman Office Furniture, 14113 South McKinley Avenue, Los Angeles, CA 90059.

MANUFACTURER'S REPS
Major manufacturer of wood institutional seating and tables needs proven professionals to call directly on college and healthcare markets. Several territories available in the Southeast, Mid-West and Western states. Well known line with established accounts. Send resume to: Box 111, CONTRACT, 1515 Broadway, New York, NY 10036.

CONTRACT REPS
Manufacturer of one of the best accepted seating lines in the U.S. is seeking most efficient and aggressive sales reps for Georgia and Florida who call on dealers/architects/specifiers. Showroom will be set up by company. See ad on page 53. Contact is Ruth Heinemann at 517-279-8011.

REPS WANTED
R-Way Furniture is seeking highly motivated representatives for sales to office furniture dealers, institutional and hospitality customers. Territories available in New England states, NJ, eastern PA and NY. Send resume and list of current lines to P.O. Box 718, 740 South Commerce St., Sheboygan, WI 53081.

CONTRACT REPS WANTED—Many important and new manufacturers ask CONTRACT Magazine for the names of qualified independent representatives who currently sell commercial/institutional furnishings and might be interested in an additional line. If you want us to include your name in a confidential list of reps, which we supply to manufacturers who have become new advertisers, write to the publishers of CONTRACT Magazine. State your name, address, type of lines you carry, number of associates or salesmen if you have any, and indicate product categories in which you have a particular interest. Also include area covered. This is a free service. CONTRACT advertisers who are interested in expanding sales coverage and finding additional reps are invited to inquire about this advertiser service. Write: Sales Manager, CONTRACT, 1515 Broadway, New York, NY 10036.

BUSINESS OPPORTUNITIES

ACQUISITIONS/DIVESTITURES

Leading contract industry marketing research firm offers confidential service to find buyers for your business or acquisition candidates. Our extensive contacts enable us to make discrete inquiries while maintaining total confidentiality. Reply to Box 2275, Westfield, New Jersey 07091.

LINES WANTED

Aggressive new rep. group with reserved showroom space in **Michigan Design Center** seeking established lines to represent to the Michigan, Ohio, Indiana & Kentucky A&D community. Interested in contract seating, casegoods, office furniture, upholstery, Fabrics & accessories. Lines will be represented in both the Design Center & in the field. Box 117, CONTRACT, 1515 Broadway, New York NY 10036.

METRO N.Y. AREA
We are an aggressive, professional sales rep group with established contacts among Dealers, A & D, and Facility Mgrs. We are seeking enthusiastic manufacturers who want more from the N.Y. market. Reply to Box 114, CONTRACT, 1515 Broadway, New York, NY 10036.

ARCHITECTURAL SALES

A unique, experienced sales team, working on a very modest fee basis, calling on 1200 specifiers, will provide full time sales coverage in the NYC Metro area. Our job is to get your products specified. Please inquire. Box 108, CONTRACT, 1515 Broadway, New York, NY 10036.

HELP WANTED

ARCHITECT AND DESIGN REPRESENTATIVE

A nationally known Contract Seating Manufacturer located in Southern California is seeking an A & D Representative for the local territory. Responsibilities include professional presentations, generating product specifications from interior architects and designers as well as associated duties. This is a new position and will lead directly to an A & D management opportunity for the successful and qualified person. This is an excellent opportunity for someone who has the experienced awareness of, and the energetic ability to implement, the unique selling methods to which architects and designers respond. This position will be highly visual and we are offering a generous base salary and meaningful benefits, as well as a lucrative earnings potential based on performance.

If you are interested, please forward your resume as soon as possible. All replies will be held in the strictest of confidence. Box 120, CONTRACT, 1515 Broadway, New York, NY 10036.

HELP WANTED ADS CONTINUE ON THE NEXT PAGE

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We are looking to hire
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All fees paid by employer. All information handled in the strictest confidence.

Contact Linda Greer at **800-545-5900.**

In Texas call **800-441-0806.** Also (214) 741-3014. 24 hour answering.

stern and associates

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821-B MERCHANDISE MART • CHICAGO, IL 60654 • 312-527-0797

Nationally known multi-plant upholstered and full line seating company seeking aggressive representation in the following areas: Dallas, Denver, San Francisco and Minneapolis. Reply to Box 100, CONTRACT, 1515 Broadway, New York, NY 10036.

Assistant/Associate Professor, Department of Clothing, Interior Design and Textiles. Responsibilities: Teach varied levels of design and support classes; conduct scholarly research/creative activity; advise students; participate in student activities and organizations; participate in department, college and university committees; contribute to departmental and interdisciplinary interaction. Permanent, tenure-track, academic year, 100% teaching; salary competitive. Available August 15, 1987. By February 1, 1987, send letter of application, vita, transcripts, and slide portfolio of student and professional work, as well as names, addresses, and telephone numbers of three references to: ID Search Committee Chair, Department of Clothing, Interior Design and Textiles, Washington State University, Pullman, WA 99164-2020. Washington State University is an Equal Opportunity/Affirmative Action Employer.

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REGIONAL SALES MANAGER

Contract furniture/accessories experience useful for this manufacturer of specialized task lighting. Heavy travel to 12 northeastern states. Send resume to Box 115, CONTRACT, 1515 Broadway, New York, NY 10036.

MANAGEMENT OPPORTUNITIES
Contract Furniture

Over 25 years experience in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: Karen Moran, Contract Dept., COOK ASSOCIATES, INC., 212 W. Kinzie St., Chicago, IL 60610. (312) 329-0900.

COLORIST

Leading international design co. has growth position for interior color specialist. Requires 5 years commercial experience (preferably retail), client presence and in-depth knowledge of color psychology, history, trends and resources. We offer competitive salary, bonus, and company-paid profit-sharing, stock ownership, medical and vacation plans. Send resume and salary history/requirements in confidence to Personnel Director, Retail Planning Associates Inc., 645 South Grant Avenue, Columbus, Ohio 43206.

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